A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

September 5, 1966

focus on investment in Southeast Asia

International Trade Winds

Company News

FOOTWEAR—Wolverine World Wide, Inc., of Rockford, Mich. begins sale of its brushed pigskin casual shoes in Sweden and Denmark this month. Manufacturing the shoes under license for the two countries will be Helsingborgs Gummifabriks Aktiebolag Tretorn, Helsingborg, Sweden. The Swedish company will expand its line to include children's styles as production capacity develops.

NUCLEAR EQUIPMENT—Packard Instrument Co., Inc., of Downers Grove., Ill., has received a license from the Atomic Energy Commission for the export of a small quantity of radioisotopes to Czechoslovakia. The standards of tritium, chlorine-36, and carbon-14 will be used in the Packard International display at the Brno trade fair in September and at an international symposium in Prague in October.

CONSTRUCTION — Austin-Sudamerica, SA, has been formed by Austin International of New York to continue the operations now being performed by Austin-Graziani, SA. The establishment of the new company followed Austin's decision to set up a fully-owned Argentine-based subsidiary. The company will continue to provide consulting, design, engineering, and construction services in Argentina, Peru, Chile, Paraguay, and Uruguay.

AIRCRAFT—Two Hercules air cargo carriers have been sold to the Republic of Zambia by Lockheed-Georgia, a division of Lockheed Aircraft Corp. The planes join two other similar aircraft now in service for Zambian Air Cargoes, Ltd. Lockheed will provide direct technical assistance in the form of flight and ground crew personnel while Zambian pilots and technicians are being trained.

FRESH WATER PLANT—Baldwin-Lima-Hamilton Corp., a subsidiary of Armour and Co., has built a fresh water plant in the Bay of Eilat, Israel. The complex converts salty Red Sea water into distilled water.

Newsletter

You get a free copy of the Southeast Asia Supplement to the index of investment information in this issue--if you are registered in our American International Traders Index. Recent replies to the reader questionnaire indicate many businessmen don't know about the Index. Information and registration form available from Commerce's Commercial Intelligence Division.

About 10% of INTERNATIONAL COMMERCE subscribers have returned the yellow questionnaire from the July 4 issue. That's a lot statistically, but not enough. Are 90% of you satisfied? If so, reply anyway. Say what in the magazine is most useful in your business. Otherwise we might delete the very section you need most. If you can find the July 4 issue return the questionnaire whether or not you want change--and if you don't want change say so. It's important to you.

Fall brings export seminars, panels, roundtables. Time now to line up speakers, topics, complete programs. The Commerce Field Office in your region wants to help.

Twelve new market studies averaging $3 apiece are described in this week's Books & Reports section. Ordered by planners of our Commercial Exhibitions they cover various industrial equipment markets in Sweden, Japan, Germany, Italy and France.

More than a thousand Share-of-the-Market Reports are available from the Commerce Clearing House with timely information on world competition in the big buying nations. Announced at the beginning of the Summer they sold fast. New editions now ready.

Of the more than 30,000 U.S. firms whose products relate to agricultural production, only six are represented in Libya. With 70% of the country's rapidly mounting oil revenues being devoted to internal development, now is the time to get your products into the Libyan market, by exhibiting at the Tripoli Trade Fair, Feb. 28-Mar. 20, 1967. The favorable trade balance enjoyed by Libya for the past three years is multiplying annually, and shows no signs of going anyplace but up.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

John T. Connor
Secretary

Alexander B. Trowbridge
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

America A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

Industrial, transportation and construction activity typical of that in six nations in Southeast Asia is pictured on this week's cover. A new guide for American investors, spotlighting opportunities in these nations, has now been published by the Agency for International Development as a special supplement to the agency's Catalog of Investment Information and Opportunities Index. Stories are on pages 2 and 4.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

September 5, 1966 — Volume 72, Number 36

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Investment spotlight focused on SE Asia

Potential investments in six of area's developing nations listed in AID study

A new guide for investors, spotlighting opportunities in six Southeast Asia nations, has been published in Washington.

It has been issued by the Agency for International Development, in the form of a special Southeast Asia Supplement to the agency's Catalog of Investment Information and Opportunities Index which provides investors with a convenient access to feasibility and economic studies in friendly developing countries throughout the world.

The countries covered in this special supplement are Thailand, Viet-Nam, the Philippines, Singapore, Malaysia and Laos.

These six countries comprise a market of ninety million people.

The region has a long tradition as a trading area. Singapore, Bangkok, Manila and Saigon are among the world's famous ports. The six countries carry on an extensive trade among themselves, even more with other parts of the world. Principal trading partners have long been the United States, Japan, Western Europe and Hong Kong. The volume of trade is high, and is increasing each year at a rapid rate.

Commercial people in these countries have the sophistication that comes with long experience in world trade. Some of this sophistication is being transferred to industrial and manufacturing activities, now in process of development. Industry and manufacturing, growing in volume and diversity, represent the most dynamic sectors of their economies.

In this environment, with trade running at a high level, with generally ample foreign exchange, with national income rising to provide increasing purchasing power for local demand, with local industry growing rapidly in response to demand, numerous opportunities for investment by local and foreign interests are presenting themselves. The greatest opportunities still seem to lie ahead.

Viet-Nam is engaged in bitter struggle, and Laos is threatened intermittently. It is the policy of the United States to assist in laying the foundation for peace and for economic development and growth, as exemplified by the Asian Development Bank and the massive development of the Mekong River Basin.

The United States commitment runs deep. The forthcoming Mekong River development will introduce a new and powerful factor into the economies of the region, and the opportunities for private investors will be multiplied many times over.

Policy set at top

In this connection, President Johnson outlined U.S. policy in a speech at Johns Hopkins University, Baltimore, in 1965. He said:

"The United Nations is already actively engaged in development in this area, and as far back as 1961 I conferred with our authorities in Viet-Nam in connection with their work there. And I would hope tonight that the Secretary General of the United Nations could use the prestige of his great office and his deep knowledge of Asia to initiate, as soon as possible, with the countries of that area, a plan for cooperation in increased development.

"For our part I will ask the Congress to join in a billion dollar American investment in this effort as soon as it is underway.

"And I would hope that all other industrialized countries, including the Soviet Union, will join in this effort to replace despair with hope and terror with progress.

"The vast Mekong River can provide food and water and power on a scale to dwarf even our own TVA.

"We can do all these things on a scale that has never been dreamed of before."

The Southeast Asia supplement represents a special effort by the Government to bring together all available investment data relevant to the economic development of Southeast Asia by American private enterprise.

While some of the feasibility and economic studies pertaining to these six countries have been selected from the existing Catalog, many are studies which have not appeared previously. The joint venture proposals are all new additions to the Catalog.

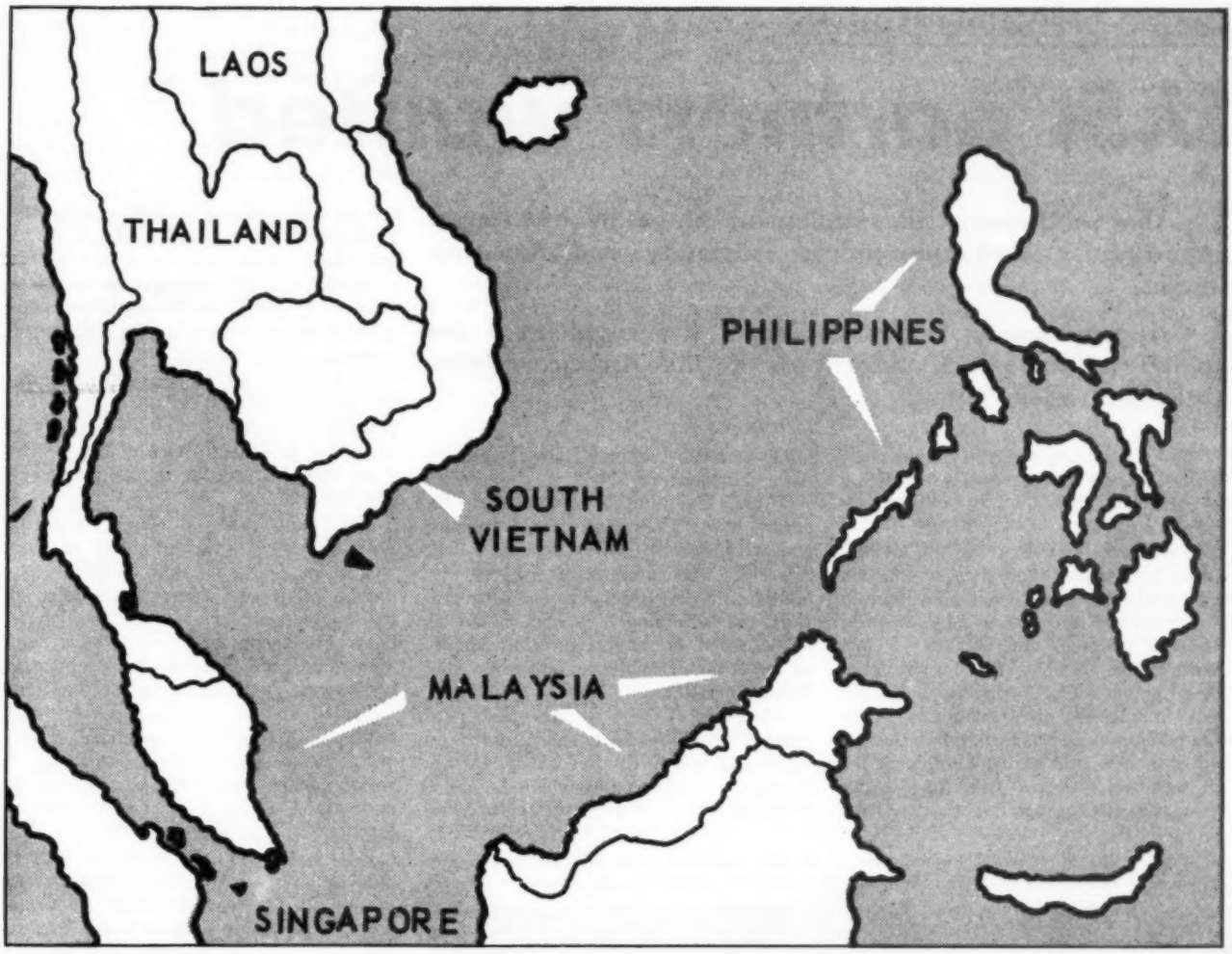
Three special missions were sent to Southeast Asia during the past year for the purpose of locating new studies and developing joint venture proposals that would appeal to American firms. The result is felt to be a valuable contribution to the total informational needs of U.S. firms interested in starting or increasing their activity in this part of the world.

An up-to-date report on the economy of each of the six countries concerned based on data provided by the Bureau of International Commerce has been prepared especially for the supplement. Each report summarizes in considerable depth the economy of the respective country, emphasizing information of particular use to potential investors. The reports cover the investment potential of the country and its investment climate; general and demographic information; government; structure of the economy; agriculture and extractive industries; mineral resources; manufacturing; power, transportation, and communications; foreign trade; money, banking, and finance; labor and manpower; economic development; and so forth. A list of suggested additional reading is also included.

Other Commerce reports

The Bureau of International Commerce also publishes a series of Overseas Business Reports which cover a wide range of basic commercial information. These reports as well as other pertinent source material are listed in a special bibliography prepared for each of the six countries.

While it is not expected that all of the feasibility studies or the joint venture proposals listed in the special supplement can be immediately implemented by U.S. firms, the experience of American firms in utilizing similar information con-



tained in the General Index would indicate that the information will help to trigger new activity in this area by U.S. firms with the initiative to pursue their own projects.

Following each report is a listing of industrial feasibility and economic studies covering many aspects of the country's economy, including specific investment opportunities. This listing constitutes a part of the Index to the Catalog, and entries may be ordered just as with the regular Catalog itself.

The overall Catalog of Investment Information and Opportunities was designed to draw together all of the industrial feasibility and economic studies in friendly developing nations which AID and other public, international, and private institutions have sponsored in recent years.

Before the introduction of this catalog in 1964, many of these reports which contained valuable information on investment opportunities were frequently not available to potential investors. The Catalog brought them all together into a single source, with the principal data extracted and printed on abstract cards which can be reviewed by potential investors before ordering the entire studies or proposals.

The Catalog currently contains over 1,600 such cards. Many of these include information on the market, total capital required, projected annual sales, production, finance, profitability, manpower, location, and other relevant data abstracted from the original feasibility studies.

Constantly augmented

Specific projects listed may be in various stages of development. New studies are continually being abstracted, added to the Catalog and listed in regular supplements to the Index. As firms invest in industries covered by a study its abstract is removed from the Catalog and the listing removed from the Index, unless applicable to the development of related industry. Deletion notices are issued occasionally. In this way, the Index and Catalog are kept up-to-date.

The January 1966 edition of the Index its supplements and deletions, covers all changes to date.

Firms or individuals wishing to examine the Catalog may do so at their Commerce Department Field Office.

In addition to making the Catalog available to interested firms, the Field Offices are prepared to satisfy the additional informational needs of firms that intend to follow-up on projects identified by the Catalog. Government programs designed to promote American investment in the developing countries are spelled out in publications available at the Field Offices.

Assistance to seriously interested investors is also available from the Investor Services Division of the Commerce Department's Office of International Investment, Washington, D.C. 20230 (Area code 202-WO 7-4065).

SPECIFIC OPPORTUNITIES LISTED

U.S. partners wanted

• The Southeast Asia supplement pinpoints investment opportunities, and summarizes feasibility and economic studies.

• Approximately 15,000 copies of the supplement are being mailed to U.S. subscribers to the American International Traders Index.

The newly-released AID supplement is a road map of the route to investing in one of the world's most investment-hungry regions.

In addition to containing broad economic background and data on the six individual countries concerned, including important information regarding investment potential and climate in each country, the Agency for International Development's (AID) special Southeast Asia Supplement lists numerous broad feasibility and economic studies, featuring both new and earlier studies in the six countries, selected from the regular catalog. It also pinpoints current specific joint ventures proposed by Southeast Asian businessmen.

These investment opportunities reported by U.S. Foreign Service officers and AID mission officers indicate a considerable and continuing interest by Southeast Asian companies and entrepreneurs in obtaining U.S. businessmen's participation in various projects, mainly in the form of technical know-how and capital investment.

Abstracts of new studies and joint venture proposals have been printed on cards and added to the over 1,600 abstracts of other studies which comprise AID's *Catalog of Investment Information and Opportunities*. Each study, reproduced from a master microfilm, its microfiche copy and its abstracts are available at reproduction cost to interested U.S. firms and businessmen contemplating investment in the developing countries of the world.

As a further aid to potential investors, the section devoted to each individual country contains a bibliography and suggested additional reading list, which is an added source of research material and information.

The supplement contains complete ordering instructions and prices of individual studies and joint venture proposals. All reports except those noted in the supplement are available in hard copy. For those firms which have suitable microfiche viewing or reproduction equipment, microfiche is available where indicated in the supplement. Abstract cards of all reports are available at 35¢ each. A complete-up-to-date catalogue, which can be consulted at no charge, is maintained at each of the Commerce Department's 42 regional offices.

AID is sending a copy of the supplement to the 15,000 firms registered as of June 1 in the Department of Commerce's American International Traders Index. This index includes all firms that have notified the Department of Commerce of their interest in expanding their international trade and investment activities.

Firms interested in being added to this list can do so by registering at the nearest Commerce Field Office. In addition to receiving a copy of the special Southeast Asia supplement, registered firms will receive supplemental information periodically.

To obtain a free copy of the Special Southeast Asia Supplement, **write:** Office of Development Finance and Private Enterprise, Agency for International Development, Washington, D.C. 20523.

The 17 opportunities described below range from a proposal to establish a plywood and veneer plant in Thailand to one for developing iron ore deposits in the Philippines. A Viet Nam pharmaceutical firm seeks to expand operations while a Thai entrepreneur wants to build a first class hotel in Bangkok.

More detailed information concerning each listed opportunity is available

VIET-NAM'S POWER FACILITIES are discussed in the AID supplement as a part of the up-to-date summaries of each country's economy, industrial and commercial development, and investment potential.

on the abstract cards, which can be ordered from the U.S. Department of Commerce's Clearinghouse for Federal Scientific and Technical Information, Springfield, Virginia 22151. For each card requested, please cite the code number which is shown immediately after the address of the foreign firm.

The 17 joint venture proposals follow:

Viet-Nam

Telephone cable

Established in 1961, a Saigon electric cable and wire manufacturer proposes to expand operations to produce telephone cable through a joint venture with an experienced U.S. firm.

The firm seeks $1.5 million in the form of machinery and equipment from a U.S. company. The U.S. participant is also asked to provide technical know-how, including a skilled telephone cable and underground cable technician. The Saigon firm would contribute $500,000 in capital, plus its existing plant facilities and equipment.

Viet-Nam reportedly imports between $5 and $6 million in telephone cable annually and it is anticipated the new company could obtain this business. In addition the proposed development of the Mekong River basin is expected to increase the demand for wire and cable. The firm claims that there are no present competing cable manufacturers in Viet-Nam.

The Saigon firm has 300 employees and annual sales are estimated at between $2 and $3 million.

Write: Thanh My Co. Ltd., attention Mr. Nguyen Ba Dich, General Manager, 444-446 Hai Ba Trung St., Saigon, Viet-Nam. WTD. Refer to code No. 4/09/05070.

Galvanized steel, cast iron pipe

A manufacturer of galvanized iron pipe and looms and assembler of sewing machines proposes a joint venture with a U.S. firm for expanding production of galvanized steel and cast iron water pipe.

The U.S. partner is asked to supply machinery and equipment valued at approximately $300,000 and technical know-how. The Viet-Nam firm would contribute capital and its current operating facilities. A U.S. participant is offered up to 50% equity in the proposed venture.

Installation of modern water systems in Saigon and Central Viet-Nam will reportedly greatly increase the demand for this kind of pipe. It is estimated that the expanded facility could produce 2,000 metric tons of pipe annually. Such basic raw materials as pig iron, coke and diesel oil would be imported.

Established in 1958, the Cholon firm has about 100 employees.

Write: Mr. Nguyen Van Diep, Owner, 220 Duong Binh Thoi, Cholon, Viet-Nam. WTD. Refer to code no. 4/09/05074.

Ceramic bathroom fixtures

A Saigon importer of ceramic bathroom fixtures and tiles seeks a joint venture with an experienced U.S. firm to establish a plant to manufacture these products in Viet-Nam.

The U.S. investor would be asked to furnish the necessary machinery and equipment for the plant, plus technical know-how, in return for equity. Capital and sales outlets would be furnished by the South Viet-Nam participant.

According to the Saigon firm, the expanded housing program in the next few years will create a substantial demand for such bathroom equipment as lavatories, water closet combinations and sinks. Plans call for manufacturing these products entirely from ceramics without the metal bases used in other areas.

Clay deposits are reported to be available in Viet-Nam, but it is yet to be determined if it is suitable for ceramics. If not, this basic raw material would have to be imported.

Plans call for establishing the facility on an industrial estate about 12 miles from Saigon.

Write: Mr. Pham Van Phi, 38 Nguyen Rue, Saigon, Viet-Nam. WTD. Refer to code no. 4/09/05072.

Lead oxide, battery cases

A joint venture to make storage battery containers and covers and produce lead oxide is sought by a Saigon firm currently importing electrical appliances and radios, manufacturing storage batteries and dry cell batteries and assembling transistor radios.

The U.S. investor would be expected to provide approximately $495,000 for the purchase of machinery, equipment and necessary raw materials. The Viet-Nam firm would contribute plant facilities and working capital.

Currently, the Vietnamese company operates a radio assembly plant at Saigon turning out about 18,000 units a year. The dry cell and storage battery plant in Cholon reportedly produces 180,000 dozen dry cell batteries and 30,000 storage batteries annually. The firm maintains two retail outlets and has 360

VIET-NAM'S INDUSTRIAL DEVELOPMENT, moving ahead in plants like this paper mill built recently by Parsons & Whittemore, is reflected in the supplement's feasibility studies.

PORT IMPROVEMENT IN THAILAND enters into the area's investment potential. Data was supplied for the AID supplement by the Commerce Department's Bureau of International Commerce.

employees. It does business with several U.S. firms.

Write: Viet-Nam Development Co. (Videco), 321 Tran Hung Dao, Saigon, Viet-Nam. WTD. Refer to code no. 4/09/05073.

Steel pipe

A Saigon foundry is seeking a joint venture with a U.S. firm on a 50-50 basis to expand its pipe manufacturing capacity.

The U.S. company is asked to furnish machinery, equipment and technical know-how. Capital and market outlets would be provided by the Saigon firm. Principal raw materials, including coke, cast iron and copper would be imported from the U.S. Such facilities as transportation, water and electric power are reported to be available at the proposed site.

According to reports, Saigon and Central Vietnam are beginning to install modern water systems which will require substantial quantities of piping. Currently, only a small amount of pipe is being produced in Viet-Nam and the anticipated need in the next few years indicates the necessity for a major local manufacturer.

Established in 1926, the Saigon firm has approximately 70 employees.

Write: Tri Bo Foundry, 87 Cong Quynh, Saigon, Viet-Nam. WTD. Refer to code no 4/09/05071.

Pharmaceuticals

A pharmaceutical firm seeks to expand operations through a joint venture with an experienced U.S. pharmaceutical manufacturer. Established in 1947, the Saigon company both imports and produces pharmaceuticals for distribution throughout Viet-Nam.

Total cost of the project is estimated at $700,000. The U.S. participant would furnish capital and technical assistance in return for up to 49% interest in the proposed corporation. The Vietnamese company would also rely on the advice of a U.S. partner as to other pharmaceutical items to add to its line. This would determine future machinery and equipment needs.

The company has machinery for making capsules, tablets and syrups, but needs equipment to produce ampules, ointments and suppositories. Bulk pharmaceuticals would be imported from the U.S. for processing in Viet-Nam.

Write: Pharmacie La Thanh, 195 Duong Tu Do, Saigon, Viet-Nam. Attention: Mr. La Thanh Nghe, President. WTD. Refer to code no. 4/09/05075.

Dyes

A Saigon importer of whitening dye, textiles and hardware is interested in a joint venture with a U.S. firm to manufacture fluorescent whitening dye and sulphur black dye.

A U.S. participant is asked to contribute technical know-how and machinery and equipment to the value of between $50,000 and $100,00. The Viet-Nam firm would provide land, buildings, and some capital. It is estimated that approximately 40 persons plus a U.S. technician would be employed at the plant, to be located in an industrial complex near Saigon.

Reportedly, the rapidly expanding textile industry is creating a substantial demand for dyes, which currently must be imported, since none are manufactured in Viet-Nam.

Write: Hong Gia Thuong Cuoc, 242-242A Tran Hung Dao, Saigon, Viet-Nam. WTD. Refer to code no. 4/09/05076.

Cannery

A joint venture to modernize and expand operations is sought by a canning corporation, currently engaged in the canning of fish, vegetables, fruit and meats.

Requested of a U.S. firm is approximately $300,000 in the form of modern canning and refrigeration equipment. The Viet-Nam firm also needs U.S. technicians and possibly management personnel. In return a U.S. company is offered 45% of the equity in the proposed venture.

The Viet-Nam company currently operates plants in Saigon and Phan Thiet and has 350 employees. It plans to open a new facility for the canning of fish and green peppers.

There are reportedly ample resources of fresh fruits and vegetables throughout the country, and electric power, transportation facilities and water are adequate.

Due to the increased urbanization of the population, plus a use of canned foods by the military, there is reportedly a distinct trend away from fresh foods in favor of canned products.

Write: Intraco, 135 Nguyen Hue, Saigon, Viet-Nam. WTD. 4/9/05077.

Refrigerators, air-conditioning

A joint venture with a U.S. company to assemble refrigerators and air-conditioners is proposed by a Saigon manufacturer of such electrical equipment as fans and transformers.

The U.S. partner is requested to provide approximately $650,000 in the form of machinery and equipment and technical know-how in return for up to a 50% interest in the proposed venture. The Saigon firm will supply its existing operating facilities, land and distribution outlets.

The Viet-Nam company plans to assemble and sell approximately 450 refrigerators and 150 air-conditioners a month. It would be necessary to import such raw materials as galvanized and aluminum sheets, coils and compressors. It is expected that eventually these products would be manufactured in Viet-Nam.

Reportedly, the tropical climate and the growing awareness of the advantages of cooling devices will cause an increased demand for these products in the next few years.

Write: Natico, 78-80, Cach-Mang 1-11, Saigon, Viet-Nam. WTD. Refer to code no. 4/09/05078.

Thailand

First-class hotel

A Thai entrepreneur seeks a joint venture with an experienced U.S. hotel corporation to build and operate a 217-room, first-class hotel in Bangkok.

Total cost of the project is estimated at $2.5 million, with necessary imported equipment including air-conditioning units, elevators and kitchen equipment expected to cost about $900,000. A U.S. company is asked to provide an unspecified amount of capital and hotel management expertise.

The tourist industry is reported to be growing rapidly in Thailand, but is hampered by a lack of good hotels offering the first-class accommodations sought by many visitors.

The Thai Government encourages the hotel industry and provides tax and customs exemptions and reductions.

For additional information about this proposal interested U.S. firms should **write:** Towana Hotel Co., 80 Suriwangse Road, Bangkok, Thailand, attention Mr. Torbongse Bunnag, Managing Director. WTD. Refer to code no. 4/08/05080.

Electric wire and cable

A Bangkok cable manufacturer proposes a joint venture with an experienced U.S. firm to expand its production of electric wire and cable.

The U.S. company would provide capital and technical assistance in return for up to 55% interest in the expanded enterprise. Total cost of the proposed expansion, including additional land, buildings and equipment, is estimated at $2 million.

The Thai firm's present plant, located near Bangkok in an industrial park, has facilities covering 19,000 sq. ft. Electric power, water and transportation facilities are available. Plans call for broadening the product line by manufacturing copper wire and cable, telephone cable and building wire.

Reportedly, the market for wire and cable in Thailand is growing steadily and various country-wide electrical development projects will require an increasing amount of cable.

Interested U.S. firms should **write:** Pacific Electric and Engineering Co., Ltd., Samrong, Bangkok, Thailand. Refer to code no. 4/08/05081.

THAILAND PRODUCER OF DETERGENTS, a part of the industrial life of the Southeast Asia area, is aiming at a market of more than 90 million persons in six countries covered by report.

Construction machinery

A recently formed machinery manufacturing company seeks an experienced U.S. firm to participate in a venture to produce small and medium sized construction machinery and equipment, including gasoline and diesel engines, concrete mixers, cranes and air compressors. The firm also plans to manufacture hammers, pliers, wrenches and other hand tools.

The U.S. company would provide financial participation and technical assistance. It is anticipated that several skilled U.S. technicians would be needed by the Thai firm for the first few years of the operation.

Plans call for the ownership of the company to be held jointly by the Thai Government, private Thai investors and a participating U.S. firm.

Thailand has been spending about $112 million yearly on highways, electrification and other development projects. Private and industrial construction is also increasing. Accordingly, Thai

imports of machinery, equipment and hand tools rose from over $16 million in 1953 to $41 million in 1963. The new firm expects to capture a substantial share of this growing market.

Write: M. L. Xujati Kambhu, Director General, Ministry of National Development and Department of Irrigation, Bangkok, Thailand. Refer to code no. 4/08/02510.

Plywood and veneer

A joint venture to establish a plant for manufacturing plywood and veneers has been proposed by a recently-organized Bangkok plywood firm.

In addition to a $400,000 financial investment, a U.S. firm would be asked to provide technical, marketing and management assistance. It is anticipated that a staff of key U.S. supervisory personnel could train their eventual Thai replacements during the initial years of the operation.

The Thai firm plans to use soft logs brought by sea from the Island of Ko Chang in the Gulf of Siam as plywood backing, using such native woods as teak, pradoo and phayung, for veneer paneling. World demand for plywood is steadily increasing and is expected to double by 1970.

The Thai firm's plans call for initially producing 5,000 pieces of plywood daily in 3x6 foot and 4x8 foot sizes. At a later date the firm plans to manufacture furniture plywood, veneer sheeting and small speed-boat hulls.

The firm has chosen a plant site south of Bangkok, where transportation, power and communication facilities are available. Reportedly, the company has acquired both a license and a concession to manufacture from the Thai Government.

Write: Siam Plywood Company Ltd., 131 Pracharaj 1 Road, Bangpho-Bangkok, Thailand. Refer to code No. 4/08/05068.

Pineapple wine, canned fruit

A Bangkok businessman seeks a joint venture with an experienced U.S. firm to establish a plant which will initially produce a sparkling pineapple wine and later manufacture aerated pineapple juice and canned pineapple.

Total cost of the project is estimated at $800,000. A U.S. investor would be asked to provide $200,000, which would be matched by the Thai entrepreneur. The balance would be raised in the form of loans from banking sources. Also requested of a U.S. participant is technical know-how and managerial expertise in production and marketing methods.

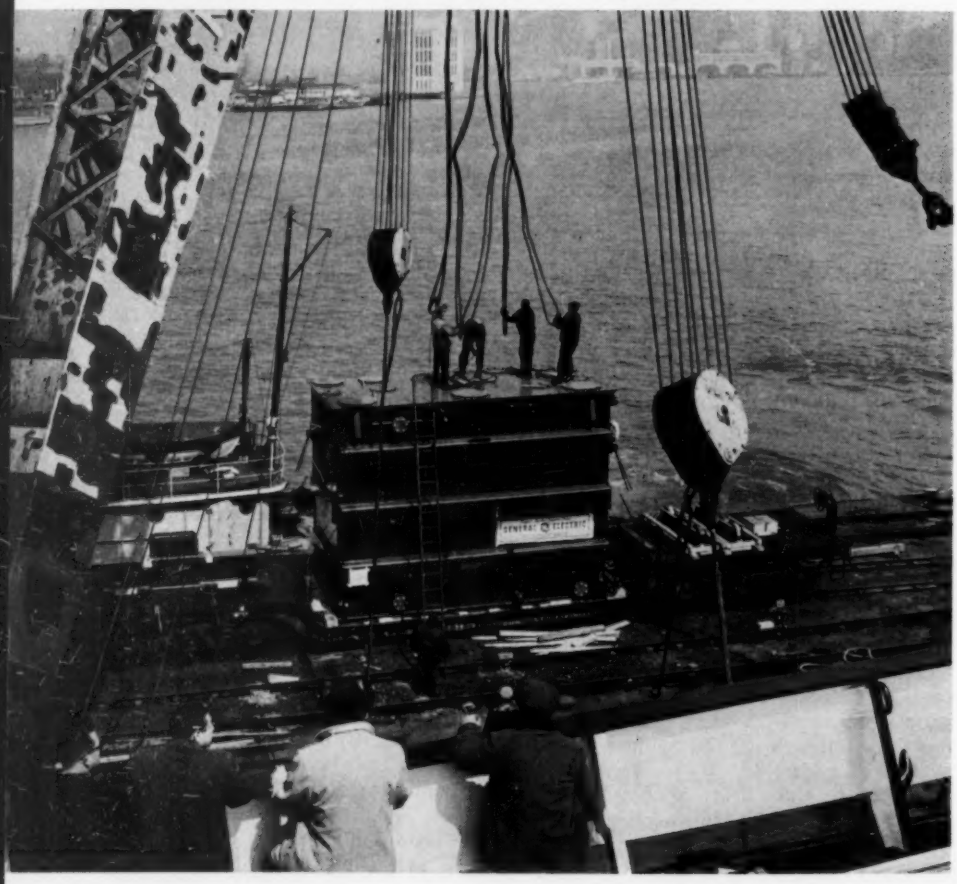
Plans call for the domestic marketing of approximately 3.6 million bottles of wine annually. As a by-product of the operation, it is planned to bottle tartanic acid.

Necessary machinery and bottlecaps would have to be imported. Such raw materials as fruits and sugar, distilled water and alcohol are available in Thailand. A desirable plant site has been found near the Bangkok International Airport and basic services and transportation facilities are available.

Reportedly, the entrepreneur has been licensed by the Thai Government, and the proposed company will qualify for tax incentives and duty-free import privileges for machinery and equipment.

Write: Mr. Prom Sudhasana, No. 97 Soi Chareon Chai, Ekamai Road, Prakanong, Bangkok, Thailand. Refer to code no. 4/08/05069.

TRANSFORMER FOR PHILIPPINES LEAVES U.S., long a trading partner with Southeast Asia. This is a role America shares with Japan, Western Europe and Hong Kong, and aims to increase.



Iron ore deposits

Reported to contain substantial reserves of iron ore, a mining concession on Luzon Island is offered for private U.S. capital participation in development on a joint venture basis. Details of the arrangement are subject to negotiation.

The deposits are located in the Municipality of San Miguel, Province of Balacan and are reportedly the property of a Filipino landowner. According to a survey made in 1956 by a Japanese geologist, the mining properties cover an area of about 84 acres with indicated probable reserves of nearly 600,000 tons, and possible additional reserves of over 400,000 tons. Comparatively irregular and varied grades of the ore may average 55 to 58% ferric content. The deposit consists mainly of magnetite and hematite and intrudes along a fissure in limestone.

For further details and a copy of the 1956 geological survey, **write:** Mr. Francisco B. Concha, Kalamansig (Municipality), Catabato, Philippines. Refer to code no. 4/07/05065.

Trucks and tractors

A joint venture arrangement is sought by the Philippine distributor and assem-

Investment supplement is free

The purpose of this Southeast Asia Supplement is to bring to the attention of potential investors in the United States some of the many attractive opportunities for private investment in six countries of Southeast Asia. It contains specific proposals for joint-ventures, to be undertaken by investors from the United States or elsewhere, and by local businessmen in these countries.

These materials provide a convenient means for investors to gain access to numerous industrial feasibility and economic studies which have been sponsored by public, governmental, international, and private institutions and firms, but which are not otherwise readily available to most private investors.

For a free copy of the special supplement on investment in Southeast Asia, **write:** Office of Development Finance and Private Enterprise, Agency for International Development, Washington, D.C. 20523.

bler of a line of English trucks and tractors, preferably with an experienced U.S. automotive equipment dealer. Primary purpose of the proposal is to obtain working capital in the vicinity of $800,000, but managerial and operating advice and assistance on the part of the U.S. investor is also sought.

The U.S. investor would receive convertible debentures instead of shares for its interest in the venture but the Philippine firm is willing to discuss and negotiate any form of joint venture arrangement promising mutual benefit.

Founded in 1954, the Philippine firm is organized into five divisions: agricultural, truck, production, finance and marketing. The Agricultural and Truck Divisions are autonomous sales groups, the former being built around tractors and complementary implements and the latter around trucks. The Production Division handles truck and tractor assembly and service and implement manufacture.

According to the firm, it has 28% of all tractor business in the Philippines and sold 14% of all diesel trucks in the 10,000 to 20,000 pounds category, plus 17% in the 20,000 to 30,000 pounds category.

Write: G.A. Machineries Inc., GAMI Building, MacArthur Highway, Marulas, Valenzuela, Bulacan, Philippines. WTD. Refer to code no. 4/07/05079.

Dairy firm

A Philippine firm operating a dairy farm of over 1,000 cows and a modern milk processing plant, is interested in some form of joint venture arrangement, primarily to provide working capital. The Philippine firm is reported to be willing to grant a majority interest in the venture, but prefers that the U.S. investor accept convertible debentures instead of shares in return for its financial participation. The arrangement would provide for a degree of control by the U.S. firm in proportion to its investment.

Located in Manila, the milk processing plant is designed to process sterilized milk from the raw product. This involves heating raw milk to a higher temperature than the pasteurized product, thus killing all bacteria. The sterilized milk is packaged in soft drink bottles with metal caps and reportedly can be kept indefinitely without refrigeration.

The plant is reported to be operating at less than 25% capacity, with the bulk of the farm's raw milk being sold to a distributor of pasteurized milk.

Write: Grassland Farms Inc., 1202 Epifanio de los Santos Avenue, Quezon City, Philippines. WTD. Refer to code no. 4/07/05079.

Although no specific joint venture opportunities are included in this special supplement to the Catalog from Malaysia, Singapore, and Laos, a number of such opportunities in Malaysia and Singapore had earlier been uncovered in connection with the Commerce Department's Trade Mission to those countries last fall. These were reported in INTERNATIONAL COMMERCE of January 17, 1966. Laos may also present some possibilities, particularly in the development of natural resources such as iron, tin, and coal.

SINGAPORE STEELWORKER symbolizes a nation of rising incomes that provide increasing purchasing power for local demands, and rapid growth of local industries to meet them.

IN LATIN AMERICA

Friendships foster trade

Partners of Alliance eventually will broaden U.S.-Latin commercial ties

By ARTHUR McDERMOTT
Staff Writer

A feeling that somehow the U.S. wasn't mustering its most precious asset, the individual initiative of its citizens, gave birth to one of the brightest chapters in the five-year history of the Alliance for Progress.

Through the Partners of the Alliance program, individual states in the U.S. have for the past two-and-a-half years been teaming up with nations and provinces throughout Latin America to promote the region's development through self-help projects, which are the keystone of the Alliance philosophy.

Not limited to businessmen, the partnership committees in each state include as wide a spectrum of the community as possible. Labor unions, civic and professional groups, educators and even housewives are taking part in this strictly citizen-run offshoot of the Alliance.

"The beauty of this program is that we can experiment with new techniques," says James H. Boren, who originated the idea while helping to administer the U.S. aid program in Peru. "The focus of the program is on action rather than reports of plans, and we're not limited to doing what we've done before."

Spontaneous activity

"If something makes sense, and a way can be figured out to do it, then we go ahead and do it. The individual partners are constantly doing things that we don't hear about until later, or perhaps not at all. This is good; this is what we need; spontaneity is vital to this kind of program."

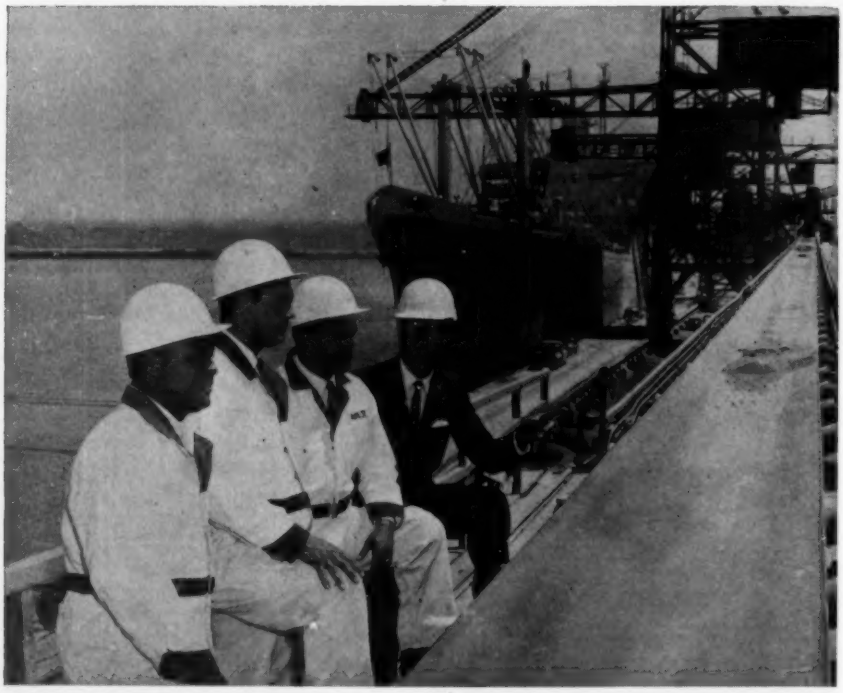
Joint venture investments and other commercial relationships are developing as a natural outgrowth of these relationships.

Tentative plans are being made for an investment conference involving the Texas partners and Texas Industrial Commission, to bring Texas and Peruvian businessmen together, sometime this fall.

"We're undoubtedly creating an investment climate by bringing people together, who are new to the international investment scene. However, we don't push it. We let it evolve naturally. When something develops that way, it has a better chance of lasting," says Boren.

Increased trade is another sure long-term result which the Partners program is allowing to develop of its own accord. "Right now we're too busy building roads and schools, setting up scholarships, and shipping equipment back and forth to worry about anything else," Boren says.

"However, I attended a recent conference of the Chambers of Commerce of the Americas in Jamaica, and several of the delegates were men who are active in the Partners program in their respective countries. We're going to be working with more of this type of organization in the future."



GUATEMALAN TRAINEES spent three months in Alabama, studying warehousing, operations and purchasing. Here engineer Aubrey Price shows them ore handling facilities at Alabama's State Docks.

Varied projects

Partnership projects have varied from shipping 50 ampules of bull semen worth $300 from Texas to Peru, to a shipment of $150,000 worth of hospital, educational and laboratory equipment from Colorado to the State of Minas Gerais in Brazil.

Education and health receive the big emphasis. Practically every participating state has made some sort of scholarship available at its universities for students from its partner area. More than 100 Latin students are already attending U.S. colleges through the activities of the Partners, and this number will multiply in the near future. Almost every agreement has resulted in a shipment of hospital and medical supplies being dispatched to the Latin partner.

However, there are no limits on the types of projects that can be undertaken. The Maryland partners sent a $10,000

RESULTS OF PARTNERSHIP come in eventual shipment of medical or hospital equipment to Latin America. Brazilian Foreign Minister Juracy Magalhaes (left) listens as Dr. Will Pirkey describes some of the dental equipment which the Colorado Partners shipped to Minas Gerais Province in Brazil.

SUPPORTER OF PROGRAM, Pres. Johnson, meets a young Peruvian who is studying at the President's old school through the Partners program.

machine to be used in making high-protein doughnuts for the Rio de Janiero school system; the Michigan partners supplied teachers' guides and instruction material for literacy classes for 300 inmates of Colombia's Villa Nueva prison; Idahoans sent funds to repair braille equipment at a school for the blind in Ecuador; and the Alabama partners bought a bookmobile for use in Guatemala City and environs.

The partnerships have been designed as two-way streets, and many states in the U.S. have already received tangible benefits from their associations. The first contribution in the Tennessee-Venezuela partnership was an outstanding collection of Venezuelan art which has been touring Tennessee for the past 10 months, and is slated to travel through neighboring southeastern states.

Language help

Ohio's partner, Parana State in Brazil, sent a visiting professor of Portuguese to the 1965 summer session at Miami University to instruct high school Spanish teachers in the Portuguese language. Enrollment in high school Portuguese classes throughout the state has mushroomed as a result. The University of Illinois has established a full four-year Portuguese language course to be taught by an instructor from Sao Paulo, their Brazilian partner. "Most Americans don't realize that Portuguese is the national language of half of the people of South America. How many American businessmen know Portuguese?" asks Boren.

Totally unexpected results also occur, such as when a visiting Bolivian scout leader pulled a drowning Utah boy out of the Snake River.

Self-help is key

Self-help is the keystone of the program. If an area isn't interested in helping itself, the Partners aren't interested in them. A Peruvian put it this way, "Texans have not made this an 'old clothes' program. They have helped us without making us feel like beggars and taking away our dignity as human beings."

When the program development team of the Maryland Partners visited a fishing village in their Partner state of Rio de Janeiro, they were greeted by a banner which read, "The fishermen of Saquarema need you." The people of the area made their living from the fish in a large inlet which was gradually being closed by silt.

The Maryland group discussed the problem with an engineer in Niteroi. Shortly after their return home the team received a letter from the fishing village asking that the project be withdrawn. With the help of the Brazilian engineer they had solved their own problem.

The Second Interamerican Conference of the Partners of the Alliance will be held in Rio de Janiero from September 19-22. Delegates from 30 U.S. states will meet with their Latin partners in intensive committee sessions covering business and industry, education, organization and administration, agriculture, and health. After the conference, the U.S. delegates will accompany their Latin counterparts to their home countries and spend a week studying the specific problems of their particular partnership right on the spot.

On the way to the conference, the U.S. delegations will assemble in Miami on September 17 to form a national committee of Partners of the Alliance. "We're trying to help our people get the absolute maximum out of their travel dollar. In effect, these people will be able to attend both conferences and visit their partnership area on the same round-trip ticket," said Boren.

Lucky man

"I sold this idea and got a chance to try it. Not many men are that lucky. When this thing started, I thought we'd begin getting real results after about six months, but frankly it just doesn't work that way," Boren says.

"We have been through the trial period and the response of the private community has been translated into successful projects. We feel that the private sector has only needed this mechanism to transform its interest into results. But we've only scratched the surface. Frankly, the most frustrating part is that we know so much more can be done, but we can only juggle so many balls in the air at one time."

Second quarter payments balance adverse by about $160 million; trade surplus at six-year low

Overall figures show marked improvement over first quarter; drop in agricultural exports chief factor in trade showing

Preliminary data for the balance of payments in the second quarter indicate that U.S. official reserve assets declined by $68 million while liquid liabilities to all foreigners increased by $117 million. The balance of U.S. international payments was, therefore, adverse by $185 million. Seasonal adjustments reduce that balance to about $160 million.

This compares with a seasonally adjusted adverse balance of about $550 million in the previous quarter, and a quarterly average of about $340 million for 1965.

The balance measured by official reserve transactions, consisting of changes in U.S. official reserve assets and of liquid and certain nonliquid U.S. liabilities to foreign official agencies, was adverse during the second quarter by $366 million, or approximately $190 million after seasonal adjustment. This compares with an adverse balance of nearly $250 million after seasonal adjustment in the first quarter and a quarterly average of $325 million in 1965.

The difference between the first and second quarters is mainly accounted for by a $137 million decline in liquid dollar accumulations on foreign private and on international accounts and a $200 million increase in nonliquid private liabilities to foreign official accounts.

Factors in decline

The $68 million decline in U.S. official reserve assets was composed of a $209 million decline in U.S. monetary gold holdings and a $22 million decline in the gold tranche (the nearly automatic borrowing facility) position of the United States in the IMF, and a rise in convertible currency holdings, mostly British pounds-sterling, of $163 million.

The decline in gold holdings was less than the quarterly average in 1965—even after deducting the $259 million payment to the IMF which resulted in an equivalent increase in our gold tranche position—but exceeded the decline in the first quarter of 1966 or either of the last two quarters of 1965.

Sales to France were larger than net sales for the quarter. U.S. purchases included $50 million from Canada.

The seasonally adjusted balance on merchandise trade, excluding transactions conducted by U.S. military agencies, fell from a surplus of about $1,120 million in the first quarter to about $815 million in the second. The second quarter surplus was the lowest since the last quarter of 1959. The quarterly average in 1965 was approximately $1.2 billion, and for the 6-year period 1960 to 1965 about $1.3 billion.

The second quarter decline in the trade surplus resulted from a $40 million drop in exports and a $260 million rise in imports. The export decline was mainly in agricultural products, which may be a temporary development. Non-agricultural exports remained nearly stable, but the expansion, which occurred during 1965 and the first quarter of this year, was at least temporarily interrupted.

Export picture

Total exports after seasonal adjustment increased to Japan and Canada, but those to Western Europe declined by about $130 million and those to Latin America by about $70 million. The drop in exports to Western Europe was both in agricultural and other products, and about half of it was in exports to the United Kingdom. Exports to the rest of the world were relatively stable.

The rise in merchandise imports was about as large as in the first quarter. The increase was mainly in industrial materials, but also in capital equipment and foodstuffs. Imports of non-food consumer goods including automobiles did not expand from the previous quarter but the rise at that time was exceptionally large.

Long and short-term claims on foreign residents reported by U.S. banks for themselves and their domestic customers increased by $67 million in the second quarter, or about $130 million after seasonal adjustment. This represents an adverse shift of nearly $400 million for the balance of payments, and a change in the experience over the preceding four quarters when over $800 million of claims on foreign residents were repatriated.

It would be premature, however, to conclude that the direction of capital flows through bank-reported lending activities has been more than temporarily interrupted, so long as domestic credit demand remains large relative to the banks' lending facilities.

The adverse changes in the movement of U.S. capital reported by banks were more than offset by favorable changes in security transactions and in foreign purchases of marketable obligations with a maturity of one year or more issued by U.S. banks.

Purchases of newly-issued foreign securities declined from the first to the second quarter by about $180 million. After adjustment for the usual seasonal changes, the decline was nearly $270 million. More than half of this reduction can be accounted for by the fact that the first quarter purchases included about $150 million of issues that had been postponed from the last quarter of 1965. Nearly all the newly-issued securities were Canadian.

Security redemptions

Redemptions of securities originally issued in the United States were slightly higher than in the first quarter. The second quarter redemptions included $69 million of advance repurchases by the Canadian Government of its own obligations issued in 1962. In the first quarter such advance repurchases were $40 million.

Transactions in other foreign securities in the second quarter resulted in net liquidations of $78 million, including over $60 million of stocks. In the first quarter net liquidations of foreign securities were $21 million.

Net purchases by foreigners of U.S. securities, other than marketable or convertible U.S. Treasury issues (which are considered to be liquid assets) increased from about $150 million in the first quarter to about $470 million in the second. Foreign purchases and sales of U.S. securities were affected by several major types of transactions.

First, they include a large portion of the purchases by foreigners of debentures issued by U.S. corporations to finance their foreign investments. During the second quarter such issues amounted to about $290 million, compared with $185 million during the first quarter.

About $110 million of these securities was sold abroad for cash which was immediately re-invested abroad, either in the U.S. corporations' foreign subsidiaries, or, temporarily in short-term financial

assets. The remainder was used to acquire a major interest in a foreign enterprise through an exchange for its stocks.

The sales of these debentures improve the balance of payments by reducing the need for capital outflows from the United States to finance foreign direct investment, and thus are a major device used by U.S. corporations to comply with the Government's program to improve the balance of payments.

Transactions in U.S. securities during the second quarter were also affected by substantial sales of corporate stocks and purchases of corporate bonds, including unguaranteed bonds issued by U.S. Government agencies, by British residents, both private and official. Net sales were about $50 million, but were offset by British purchases of long-term U.S. bank obligations and thus did not affect adversely the balance measured on the liquidity basis.

Official purchases

Another large increase in net capital inflows resulted from foreign purchases of certificates of deposits with an original maturity of one year or more. In the second quarter net purchases amounted to nearly $400 million, compared with $55 million in the first quarter. All of these purchases were made by foreign official agencies and international and regional organizations.

The unusually large amount of foreign purchases of certificates of deposits and U.S. Government agency bonds with a maturity of one year or more undoubtedly reflects a combination of various factors that has strengthened foreign demand for these high-grade, readily marketable types of assets. The net receipts of about $460 million resulting from these transactions (excluding the British purchases which were financed by the sale of stocks) were a major factor providing support to the balance of payments during the second quarter.

On the other hand, receipts in the second quarter, as well as the first, for military equipment were considerably lower than the amounts that would have been received, if the totals provided for under present agreements were evenly distributed by quarters.

Data on other transactions will be published in the September issue of the *Survey of Current Business*, which will be released at the end of September.

Write: Field Offices of the Department of Commerce, or the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Annual subscription: $6, including weekly supplements; single copy 45 cents.

CONTAINERIZED SHIPMENT OF PENNSYLVANIA FOOD starts on its way to the IKOFA International Exhibition of Groceries and Fine Foods, which starts Sept. 17 in Munich. The products of 33 Keystone State firms will be shown at the fair. Shown loading goods in the container for shipment are Pennsylvania businessmen and State and Federal Government officials who coordinated the export promotion venture. Other States to be represented in the special "Hall of States" pavilion at the fair include Illinois, Louisiana, Maine, Michigan, Minnesota, and New York, following the lead of Pennsylvania in seeking trade.

Colombia relaxes import regulations

The Colombian Board of Foreign Trade by means of Resolution 22 of Aug. 21 moved all merchandise formerly in the preferential exchange market to the intermediate market.

In addition, all such merchandise imports were freed of import licensing requirements except low-cost taxis, certain truck chassis and bus chassis. Importers who have received import licenses for merchandise in the preferential exchange market (9 pesos per dollar) must now pay for them at the higher intermediate rate (13.50 pesos per dollar).

Importers will now have to use the intermediate rate when paying for merchandise formerly in the preferential market and now in transit or pending payment.

The preferential market will continue to be used for public debt payments and for domestic dollar petroleum purchases.

On Aug. 21, the Monetary Board, by means of Resolution 34, announced that prior import deposits will be reduced by 5% quarterly beginning in November. There will not be any reductions in September and October. Before the Resolution, prior import deposits were being reduced by 5% a month.

The Monetary Board also increased the coffee exchange rate from 8.94 pesos per dollar to 9.35 pesos. This is the new peso return rate allowed to Colombian coffee exporters. These changes should be noted in Overseas Business Report 66-2, Foreign Trade Regulations of Colombia.

Chamber sponsors seven trade forums

Business opinion on U.S. foreign trade policy will be sought by the Chamber of Commerce of the United States through a coast-to-coast series of seven regional Forums on Foreign Trade.

The National Chamber also will name a Special Advisory Panel on Foreign Trade which will meet in Washington in October to develop recommendations for Chamber policy on revising the Trade Expansion Act of 1962.

Cities and dates for the regional forums are: Houston, Sept. 12; Los Angeles, Sept. 14; Portland, Ore., Sept. 16; Chicago, Sept. 19; New York, Sept. 21; Boston, Sept. 23; and Washington, Sept. 29.

TRADE CENTERS, FAIRS, MISSIONS, pages 14-19

United States overseas

The export promotion dates on these three pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. trade center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described on the opposite page.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade center shows, held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 938, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 918, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

Space fully booked

Nuclear materials, equipment, instrumentation and services. SWITZERLAND. American manufacturers in the nuclear field have the opportunity to exhibit their products before an international audience of key representatives of industry and science. Product categories include power and research reactors and components, fuels, control instrumentation, laboratory research equipment and instrumentation, supply and applications of radioisotopes, particle accelerators and accessories, health physics, labeled chemicals and special supplies, civil engineering and design, uranium prospecting and mining and treatment of radioactive waste. A major six-day technical meeting is held in conjunction with this event. **U.S. commercial exhibition, International Nuclear Industries Fair (NUCLEX 66), Basel. Sept. 8-14.**

Space fully booked

Equipment and accessories for the pulp and paper industry. SCANDINAVIA. Northern Europe represents a major market for U.S.-produced pulp and paper-making equipment and processing supplies. Forest product industries in the Nordic area continually are re-assessing their plant equipment requirements. Producers are anxious to secure machinery, instruments and accessories derived from recent U.S. research and development, as well as high quality items with proven performance ratings. **Stockholm Trade Center. Sept. 13-21.**

Space fully booked

Laboratory apparatus, analytical and test instrumentation. ITALY. In the next five years, Italian Government and private research institutions will triple their expenditures for scientific research. To help American suppliers increase their 17% share ($3.4 million) of the rapidly expanding market for scientific and laboratory instruments in Italy, the U.S. will stage an exhibit featuring physical properties testing machines, non-destructive testing machines, instruments for physical and chemical analysis, electric and electronic measuring and checking devices, transducers and related apparatus, high quality standard laboratory appliances, and educational aids for secondary school laboratories. **Milan Trade Center. Sept. 16-22.**

Space fully booked

Equipment for the aviation industry. JAPAN. The overwhelming majority of aircraft registered in Japan are of U.S. origin. In what amounts to a built-in market, U.S. suppliers of aircraft maintenance and ground support equipment, communications, and navigation equipment will encounter a receptive audience. **Tokyo Trade Center. Sept. 19-27.**

Industrial equipment. BULGARIA, HUNGARY. Food processing and packaging machinery; machinery for manufacture of chemicals and plastics; specialized machine tools and metalworking equipment; sophisticated agricultural machinery and equipment; building and construction equipment. **U.S. Trade Mission.** Mission is set for **Oct. 1-29.**

Space fully booked

Environmental testing equipment. GERMANY. Research, development and quality control programs conducted by German manufacturers, commercial and scientific institutes and government agencies are being expanded. Market prospects reportedly are excellent for simulation equipment and testing instruments of all types. This is the first U.S. commercial exhibition in this field. **Frankfurt Trade Center. Oct. 5-12.**

Space fully booked

Chemical processing equipment. ITALY. Expanding chemical industries need durable, high-capacity equipment for extreme operating conditions. Exhibit coincides with International Chemistry Review Conference and Sixth Chemical Equipment Exhibition (MAC-66) in Milan. **Milan Trade Center. Oct. 8-16.**

Industrial equipment and metalworking machinery, consumer goods, food processing and packaging machinery, animal feed equipment. IRELAND, PORTUGAL. U.S. Trade Mission. Mission is scheduled for **Oct. 15-Nov. 12.**

Light industrial and metalworking equipment, construction equipment and materials, food processing and pack-

exhibitions

aging equipment, agricultural machinery, consumer goods. NIGERIA. U.S. Trade Mission. Mission set for **Oct. 15-Nov. 12.**

Apparel and household textiles. SCANDINAVIA. North Carolina firms seeking to promote North Carolina-produced apparel and household textiles should contact Mr. Edward Mercaldo, Export Development Coordinator, North Carolina Department of Conservation and Development, Raleigh, N.C. Demand for imported wearing apparel and textile products continues strong in the four-country Scandinavian market, made up of Norway, Finland, Denmark, and Sweden. U.S. fashions, especially in the sportswear lines, have found wide acceptance throughout the area. **Stockholm Trade Center. Oct. 24-29.**

Production equipment for the electronics industries. JAPAN. There are now more than 2,800 electronics manufacturing facilities in Japan. A combination of rising wage rates and the increased emphasis on the production of industrial electronics has created a virtually untapped market for a wide range of specialized equipment urgently required for more efficient electronic equipment and component production. Competition from European sources in the lucrative Japanese market is not considered a factor. A recent similar exhibit featured at the Trade Center in Frankfurt revealed U.S. production equipment to be five to seven years ahead of European developments. **Tokyo Trade Center. Oct. 25-Nov. 2.**

Light industrial machinery. HONG KONG. A rapidly expanding industrial base facing rising labor costs has created a large potential market for U.S. manufacturers. Featured product lines will include welding and soldering equipment, power hand tools, stamping and forming machines, plastic extruders, electroplating and spray painting equipment and equipment for bagging, sealing and blister packing. **U.S. solo exhibition, Hong Kong. Oct. 31-Nov. 11.**

Oceanographic equipment. WESTERN EUROPE. European government agencies and scientific institutes are expanding their programs to increase knowledge of the sea and the ocean floor. Overseas business firms are looking with more interest at the sea's commercial possibilities. American companies with advanced hardware and services within the various oceanographic fields will benefit directly through the first U.S. commercial exhibition in this field. **Frankfurt Trade Center. Nov. 2-9.**

Hospital equipment and furnishings. UNITED KINGDOM. Annual expenditures of $36 million for hospital equipment are called for in the British government's 10-year hospital expansion program, and the replacement market for existing hospital equipment represents $70 million. American manufacturers can benefit from this growing market and a marked British preference for U.S. products due to their technical superiority by participating. This exhibit will feature medical electronics, surgical, diagnostic, disposables, nucleonic, laboratory, and other equipment for hospital, medical, nursing, and doctors' services. **London Trade Center. Nov. 9-16.**

Food processing and packaging equipment, chemicals, light metalworking equipment, general industrial machinery. LIBYA, TUNISIA, MOROCCO. U.S. Trade Mission. Business proposals should be submitted by Oct. 1. Mission scheduled for **Nov. 12-Dec. 10.**

Welding and Cutting Equipment and Supplies. NORTHERN EUROPE. Both light and heavy industry throughout the region are experiencing substantial growth. Metalworking and assembly operations, particularly those requiring highly portable equipment as well as products used with new alloys, are prime markets for modern American equipment. This trade promotion event is a sequel to the very successful U.S. Commercial Exhibition staged at the International Welding and Cutting Show, held in Germany in 1965. Visitors from Denmark, Finland, Norway and Sweden, representing a wide range of manufacturers and service industries expressed intense buying interest in advanced U.S. equipment on display. **Stockholm Trade Center. Nov. 14-19.**

Space fully booked

Packaging materials and machinery. FRANCE. Growing demand for higher productivity and new packaging techniques increased the rate of growth of this market from a relatively constant 15% to 18% between 1964 and 1965. American products have not yet been widely enough promoted to obtain a major share of imports. The most promising opportunity to reach this market is the biennial International Packaging Exhibition, which attracted more than 87,000 professional men in 1964. **U.S. commercial exhibition, International Packaging Exhibition, Paris. Nov. 13-21.**

Operation Seek and Find. SOUTHEAST ASIA. Timed to coincide with the First Asian International Trade Fair which will attract major buyers, agents, and distributors from all over Southeast Asia, this Sample Display type of exhibit will feature transportation and communication equipment, building materials, medical and educational equipment, and electrical consumer goods. **Bangkok Trade Center. Nov. 15-Dec. 15.**

Electronics equipment. ITALY. Country's fast-growing electronics industry continues to offer increased opportunities for U.S. exporters of electronic equipment. U.S. producers now supply 27% of the market for advanced components in Italy with demand for sophisticated U.S. goods growing. Exhibit coincides with International Automation and Instrumentation Exhibition in Milan. **Milan Trade Center. Nov. 19-25.**

Self-service and supermarket equipment. JAPAN. U.S. manufacturers will expose retailing equipment to Japanese buyers in an attempt to capture an even greater share of Japanese imports. A reported $100 million market for equipment will exist through 1972, when a major plateau in retail store constructions should be reached. U.S. products are already well-known and the sales outlook appears promising. **Tokyo Trade Center. Nov. 22-Dec. 1.**

Metal-cutting, metal-forming tools, machinery, and automotive service, repair and maintenance equipment. VENE-

POTENTIAL ISRAELI BUYERS examine a commercial laundry washer-extractor in the U.S. pavilion at the recent Tel Aviv International Trade Fair. The 31 U.S. firms represented at the show sold $634,724 in equipment at the fair, with expected sales during the next year totaling $1,726,000.

ZUELA. A massive economic development plan calling for a total investment of $1.7 billion through 1968 is opening numerous and varied export sales opportunities for suppliers of industrial equipment in Venezuela. **U.S. solo exhibition. Caracas. Nov. 22-Dec. 2.**

Microfilming, reprographic, and advanced documentation equipment. GERMANY. Recent changes in German law now make microfilm records legal. This and other developments offer new and important sales opportunities for U.S. manufacturers. In addition to microfilming, storage, and retrieval needs, there are expanding markets within many segments of the reprographic facilities of the nation. Document handling services of libraries, banks, insurance companies, and commercial firms are growing rapidly and require sophisticated equipment of many types, including products for "in-house" reproduction centers. American firms with experience in systems selling will have important competitive advantages; knowledge of applications of reprographic equipment is desired by German institutional and business interests. **Frankfurt Trade Center. Nov. 30-Dec. 7.**

Advanced animal husbandry equipment. UNITED KINGDOM. The mechanization of British farming and other factors offer good sales opportunities for U.S. manufacturers of animal husbandry equipment. British purchases of a range of machinery relating specifically to animal husbandry exceeded $15 million last year and the trend is up. **London Trade Center. Dec. 6-16.**

Agricultural machinery and equipment. THAILAND. A primary producer and exporter of agricultural products, Thailand offers U.S. manufacturers of agricultural and irrigation equipment and machinery excellent prospects for both immediate and long-range sales. The Thai government is encouraging farmers to increase output. To meet the demands of rising population and increasing industrialization, more modern agricultural methods and machinery are urgently needed. **Bangkok Trade Center. Jan. 11-24, 1967.**

Electrical control equipment. UNITED KINGDOM. New plant construction in the United Kingdom will boost electrical generating power capacity to 54,000 megawatts by 1970—a growth rate of 9 percent per year. Capital investment in the electrical industry during the period 1965-1969 is estimated at $11.2 billion. This expansion creates a market for all available devices for speeding technological development. There is a significant demand for advanced U.S. electrical control equipment including switches, relays, capacitors, circuit breakers, rectifiers and other related products. **London Trade Center, Jan. 17-27, 1967.**

General industrial, office and agricultural machinery. GHANA. Machinery and equipment in the following categories will be exhibited: General industrial, agricultural, office machinery, construction, materials handling, food processing and packaging, consumer goods. A politically stable economy and an expanding industrial base have created a good market for a wide range of equipment and consumer goods. An extension of the sample display service at the show will provide an excellent means for U.S. firms to become established. **Ghana International Trade Fair, Accra. Feb. 1-19, 1967.**

Specialized electronic systems and instrumentation. JAPAN. U.S. suppliers sold over $64 million worth of commercial, industrial, and military electronic equipment to Japan in 1964. The market for these products is growing as high buyer receptivity to latest U.S. equipment and techniques becomes increasingly evident. **Tokyo Trade Center. Feb. 20-25, 1967.**

Construction, farm, and automotive maintenance equipment. LIBYA. Unprecedented market opportunities abound in Libya's social and economic program stimulated and financed by its new-found oil wealth. Construction and agriculture have top priority in the Government's Development Plan that calls for expenditures of at least $325 million in the next two years. In addition, the private sector is in a $1 billion construction boom of its own and needs all kinds of building materials and equipment. **U.S. commercial exhibition, Tripoli International Trade Fair, Libya. Feb. 28-Mar. 20, 1967.**

Heating, ventilating, air-conditioning, and sanitation equipment. ITALY. Huge multi-billion dollar Italian government construction programs for schools, hospitals, tourist facilities, and state-owned industrial plants over the next few years open excellent market possibilities for U.S. manufacturers of heating, ventilating, air-conditioning, and sanitation equipment. The U.S. exhibit coincides with the annual Italian Exposition and Convention on Heating, Air-Conditioning, Refrigeration, and Sanitation Equipment at the Milan Fairgrounds adjoining the Trade Center. **Milan Trade Center. Mar. 1-7, 1967.**

Measurement and control apparatus. FRANCE. The French market for this equipment has experienced even, strong and uninterrupted growth in consumption. The market doubled in the last five years and will double again to $330 million in the next three years. The most promising means to reach this market is by MESUCORA, a quadrennial trade fair, which will be attended by more than 100,000 technicians and buyers from all over Europe. **U.S. commercial exhibition, MESUCORA, Paris. April 14-21, 1967.**

Welding machines & apparatus, inspection testing, machine tool attachments and components. UNITED KINGDOM.

The British import market for machine tools is worth $100-110 million annually. Imports of welding equipment add another $15 million. There has been a sustained increase in imports for the past several years and all indicators show that this trend will continue. U.S. manufacturers will be able to show and sell to 50,000 production managers and engineers. **U.S. commercial exhibition, International Engineering and Welding Exhibition, London. April 25-May 4, 1967.**

Materials handling equipment. EUROPE. Throughout industrial Europe materials handling equipment is in increasing demand. Problems arising from shortages of labor, spiraling wages and production costs call for constant attention. Devices and systems which will lift, load, store and convey all types of products and materials quicky and economically are constantly in demand as a prime means to increase output, reduce labor input and hold the cost line. In Germany alone consumption of materials handling equipment was valued at approximately 400 million dollars in 1965, of which imports accounted for almost $30 million. U.S. systems and equipment for automated warehousing, boxcar and truck loading, order picking, weighing and registering, as well as narrow aisle trucks, special purpose fork lifts, advanced design clam and other grab buckets, magnetic conveyors, vacuum-lift systems and fluid control devices are among the items which are expected to elicit particular interest. **U.S. commercial exhibition, Hanover Trade Fair. April 30-May 7, 1967.**

Aviation equipment and components. FRANCE. Air passenger and cargo traffic in Europe is increasing at an extremely fast rate annually, requiring a corresponding growth in commercial airfleets, airports, freight and ground handling facilities, service and repair equipment and all types of aircraft equipment and components. With facilities already feeling the strain of traffic beyond capacity, sales opportunities for U.S. made equipment throughout Europe's aerospace industry have never been better. For the first time, the U.S. government and aerospace industry have joined forces to present an exhibition of the latest aviation equipment components and technology. **U.S. commercial exhibition. 27th International Aviation and Space Salon, Paris. May 26-June 4, 1967.**

Measuring, recording and controlling instruments for the chemical industry. GERMANY. Technical measurement and control instruments, together with equipment for automatic operation of manufacturing facilities, find ever increasing applications throughout Europe. Demands for improved quality and lower costs continue to outstrip European productive capacity. Unemployment is virtually non-existent. The current economic situation demands that industrial capacity be expanded and increased in all sectors of production. The European manufacturer is actively seeking new materials, improved techniques, more modern machinery and equipment and other devices to increase output so that he may produce at a lower cost per man-hour. This international fair offers the most important opportunity for the American manufacturer of instrumentation to show and sell his products to the largest number of buyers from all parts of the world in the field of chemical engineering. It is the most important scientific event of 1967 in Europe in the field of chemical engineering, and will be held during the European Meeting of Chemical Engineers. **U.S. commercial exhibition, ACHEMA, Frankfurt, Germany. June 21-29, 1967.**

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas officers or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Week promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Week, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Sample Displays

"A Sample Display Center is just what the name implies—a place to show samples of U.S. products," Secretary Connor has said.

The program, less than two years old, is administered by the Bureau of International Commerce. Centers are in Beirut, Lebanon; Manila, the Philippines; Nairobi, Kenya; and Bangkok, Thailand.

They are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

Write: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or contact any of the Department's 42 Field Offices.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

In an effort to achieve these objectives, the Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, Bureau of International Commerce, Office of International Promotion, Department of Commerce, Washington, D.C. 20230.

VISITORS AT BETWEEN-SHOW PROMOTION held by five U.S. manufacturers of ice-making and air conditioning equipment at the Tokyo Trade Center were top Department of Commerce officials. Viewing the display of cooling equipment by the Carrier Corp. are (left to right) Assistant Secretary for Domestic and International Business Alexander B. Trowbridge; Carrier representative Charles James; Secretary of Commerce John T. Conner; Cole Williams, president of the American Chamber of Commerce in Japan; U.S. Commercial Counselor Eddie W. Schodt; and T. Howard Peters, Center director.

Past, future space technology to be shown in U.S. exhibit at 1967 Paris Air Show

Replica of Lindbergh's plane celebrates fortieth anniversary of flight; electronic equipment, instruments by up to 50 firms will be displayed

Increased exports of U.S.-made aircraft components and ground support equipment will be the objective of the first U.S. commercial exhibition at the Paris Air Show, May 26-June 4, 1967. U.S. industry is invited to take advantage of the promising opportunities available to participants in the Paris Air Show.

To assist U.S. manufacturers in making export sales, an intensive campaign to identify potential buyers for U.S. aviation equipment will be launched by the Commerce Department's international trade experts and U.S. Foreign Service commercial officers in Europe.

In addition to providing U.S. exhibitors with assistance in locating prospective buyers and overseas representatives, the market development program will provide for extensive publicity coverage of the U.S. exhibition.

Commerce, spearheading the President's export expansion program, is coordinating the joint U.S. Government-Industry effort at the 27th International Aeronautical and Space Show (official name of the Paris Air Show) to be held at Le Bourget Airport.

The U.S. Pavilion at the Paris Air Show will be in two parts. One section will house U.S. Government and industry displays depicting the past, present and future of American aerospace technology. Since the 1967 Paris Air Show coincides with the 40th anniversary of Charles A. Lindbergh's historic New York to Paris flight on May 20-21, 1927, theme of the U.S. national pavilion will be "In the Spirit of Lindbergh."

A replica of Lindbergh's plane, "The Spirit of St. Louis," and other Lindbergh memorabilia will be featured.

The other section of the U.S. Pavilion will consist of commercial exhibits by 40 to 50 U.S. manufacturers of aircraft components and ground support equipment.

Products on display in this commercial exhibition will be those which a market research study shows will be the most saleable items in the growing European aviation market.

Exportable U.S. products for use in aircraft operations include all types of miniaturized electronic equipment; instrumentation; radio, radar and navigation equipment; instrument landing systems; and instrument flight rules equipment.

In the area of airport operations, repairs and services, the market survey indicates excellent sales potential for such U.S. products as test instruments for check-out, repair and overhaul of equipment; baggage and freight handling systems; electric and electronic control tower equipment; fire-fighting and fog dispersal equipment; air conditioners; refueling systems and equipment, and other ground support equipment.

European market studied

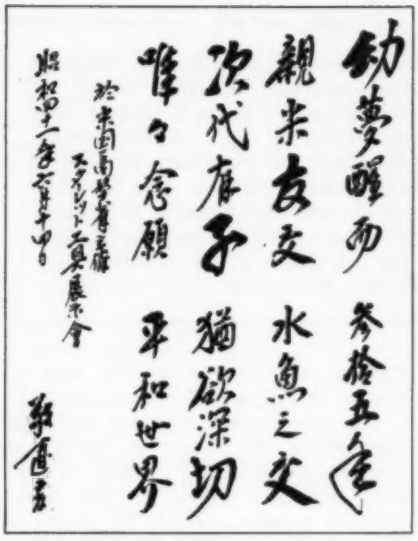
The survey also found that European aircraft and engine manufacturers would be potential buyers of small electrical hardware; electronic test and measuring equipment; special metals and alloys; and related aircraft manufacturing equipment.

The Paris Air Show rates as one of the most important trade events for the world's aerospace industries. Held biennially, the air show has grown more impressive and more important with each succeeding event since its inception in 1908. The show attracts top-level representatives from major firms engaged in manufacturing for the aerospace industries throughout the world.

U.S. companies interested in participating in the commercial exhibition of the U.S. national pavilion at the 1967 Paris Air Show may obtain detailed information from the Bureau of International Commerce (Code 934), U.S. Department of Commerce, Washington, D.C. 20230. Phone: Area Code 202 WOrth 7-3137. Assistance also may be obtained from any of the Department's 42 Field Offices.

Cost to the exhibitors will include a fee of $700 for basic booth space of 130 square feet ($150 for each additional one-quarter booth), and freight charges for display equipment from U.S. plant to overseas port of entry. Each U.S. exhibit must be manned by personnel fully authorized to conduct business, in order to take advantage of sales opportunities as they arise.

Exhibitors at the last Paris Air Show, in 1965, were pleased with the sales results of their participation. A surprise visit was paid to the 1965 edition by Vice President Hubert H. Humphrey and U.S. astronauts McDivitt and White, fresh from their Gemini space flight.



INSPIRED BY 35 YEARS OF BUSINESS RELATIONS with one U.S. company, a Japanese businessman penned the poem shown at left. Poet-agent Yoshinao Moriwaki (in glasses) shows tools by L. S. Starrett to fellow industrialists at recent specialized machine tool accessories show at Tokyo Trade Center

Sales of $3 million expected from show

Tokyo Trade Center holds exhibit of factory modernization equipment

Celebrating its third anniversary in the export promotion business, the U.S. Trade Center in Tokyo staged an exhibition of specialized industrial modernization equipment, May 17-27. Exhibitors were unanimous in their praise of the operation and results of the show.

Thirty-two manufacturers were represented in the show, making a total of $242,520 in off-the-floor sales of equipment. Estimates of sales resulting from this promotional event during the next year amounted to an additional $2,866,-500.

Attendance at the Trade Center was not quite as heavy as hoped for, but all participants felt that this was compensated for by the generally high administrative positions of the visitors, and the importance of their firms. Almost 3,200 visitors were logged, with 2,720 identified as interested trade visitors.

Fifteen American representatives from home offices were on hand, including four company presidents and several directors, vice presidents, and general managers. Those new to the Japanese market were given a short course on "How to do business in Japan" by the American Chamber of Commerce in Japan.

Recognized results through market tests of new products were realized by Beckman Instruments, General Telephone and Electronics, and Motorola. New uses for existing products were opened up by Continental Device Corp., Fawick Corp., and Frantz.

Exhibitor comments included, "We have received very good results and many valuable orders," "This show was very successful for us," and "The show was very worthwhile and well organized."

INTHERM announces closing for 1967 exhibition bookings

The final closing date for booking space at INTHERM 67, the International Oil and Gas Firing Trade Fair, has been set as Sept. 30. The fair is scheduled to be held in Stuttgart, Germany on Mar. 1-5, 1967.

INTHERM is now the largest exposition of its kind in the world, and advance orders for space at next year's show have been so heavy that the show organizers have announced plans to enlarge the available display area to accommodate all space requests.

At the 1966 fair, 32 companies from Canada and the U.S. were among the exhibitors. Visitors totaled over 60,000, 15% of whom came from 33 foreign countries. Over 80% of the total of 530 exhibitors from 13 countries at last year's fair have exercised their options for the same space in 1967, and 20% want larger areas.

Write: Rudi Haussmann, 1409 Yonge St., Toronto 7, Ontario, Canada.

Poem recalls 35-year business friendship

Visitors to shows at U.S. Trade Centers are often inspired to purchase the products on display or to investigate the possibility of establishing an agency for one or more products. Rarely is anyone moved to artistic expression by the exhibits, but one exhibitor at a recent Tokyo Trade Center show composed a poem to express his feelings about representing an American company.

Yoshinao Moriwaki, agent in Japan for the L. S. Starrett Co. for 35 years, values his friendship with Americans highly, and used a traditional Japanese poetic form to show his emotions:

Since awakening from an infant's dream
Thirty-five years have past
I've been friends with Americans
Just as water and fish relate
I have a child, my next generation
Who hopes to promote this friendship
What I wish with all my heart
Is the peace of the whole world.

As a young man, Moriwaki was first introduced to the Starrett line of tools, and was encouraged by this contact to start a company of his own to handle the U.S. firm's Japanese representation.

The Japanese firm, Toto Kiko Sha Co., Ltd., represented Starrett at the show of specialized machine tool accessories at the Tokyo Trade Center, June 14-24.

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Procter & Gamble plans to enter the detergent market in **Austria.** The firm will reportedly ship its products into Austria from its new plant in Worms, Germany . . . The capital issue offered to the Indian public by Richardson Hindustan, Ltd., a subsidiary of Richardson-Merrell, Inc. was over-subscribed nearly nine times. The firm received about 24,000 applications from **India** for subscription to Rs. 1.3 million ($162,500) issued between Aug. 2-4 . . . President Robles of **Panama** will appoint a special high level commission with authority to negotiate Panama's entry into the Central American Common Market. If entry is approved, integration will be on a gradual basis . . . Three new firms producing shock absorbers, automobile seats and bicycle and auto parts have been established in the Mariara industrial complex near Maracay, **Venezuela.** A new section for steel tubes at the nearby Government-owned aluminum plant has been inaugurated. A cross-section of the enterprises in the complex show Venezuelan, U.S., French, Italian, and Swiss interests.

Panama's rising economic activity promises to compare favorably with 1965 growth rate of 8.1%

Government realizes significant reduction in fiscal deficit; investment in construction and industry nears record highs

If Panama's rising trend of economic activity continues the Nation will close out 1966 with a rate of growth favorably comparable to the 8.1% rate realized in 1965.

During the second quarter the Panamanian economy continued its upward swing with the Government realizing a significant reduction in the fiscal deficit.

The rate of investment in construction and industry suggests that confidence in the country's economic future is high. The mid-April arrival of the rainy season scarcely slowed the near record level of construction activity.

Retail sales, except for gasoline were higher than a year ago despite a sharp drop in early June caused by local unrest.

Tax revenues climb

The Panamanian Government received 15% more in tax and non-tax revenues during the first half of 1966 than during the same period of 1965, much of the increase taking place in June. Revenues for the period totaled $47 million as compared with payments which totaled $48 million. The resulting fiscal deficit of $1 million compares very favorably with the six months deficits in 1965 and 1964 of $2.8 million and $5.4 million.

Income tax collections, up 45% and totaling $6.6 million, and import duties, up 40% and totaling almost $2 million, accounted for much of the increased revenues over June 1965.

The six-months performance demonstrates the combined and cumulative effects of the important income tax reform of December 1964 and the determination of the Government to improve tax audit and enforcement efficiency in Panama's Directorate of Revenues. It also demonstrates the improving economic conditions throughout Panama.

Economic conditions in business and domestic trade were slightly improved at the close of the second quarter over the same time in 1965.

Only gasoline sales failed to recover from the sharp drop in sales generally experienced in early June. Notably strong were sales of construction materials and hardware during the second quarter with every prospect for a record year.

The continued availability of local consumer financing was evidenced by good sales of durables, including automobiles and appliances. Business and domestic trade should continue good throughout 1966, with increased demand for farm equipment, fertilizers, construction hardware, and some types of heavy equipment.

Tourism was at a high level during the quarter and was an important stimulant to business and domestic trade. A near record number of cruise ships visited Panama, and hotel occupancy rates remained at high levels.

The Government indicated that total expenditures by visitors to Panama in 1965 amounted to $16.2 million as compared with $9.9 million in 1964. About 200,000 tourists visited the shops at Tocumen National Airport alone during 1965, spending an estimated $3 million. . The continued high levels of hotel occupancy encouraged consideration of possible construction of new hotel facilities.

Because of international loans for low-cost housing the construction industry is among the most buoyant areas of the Panamanian economy at mid-year 1966.

The value of building permits granted during the 1st quarter of 1966 was $6.2 million compared with $3.1 million for the same period in 1965. The construction industry had its best year in a decade in 1965 when it generated a $32.7 million contribution to the total gross domestic product.

Construction pace rapid

The present year seems likely to be even better with a rapid pace in the construction industry expected throughout the remainder of the year.

The numerous private and public projects in various stages of planning appear likely to auger well for the construction industry for some time beyond 1966.

A local private group, in conjunction with Jamaican interests recently indicated its plans to establish a $1.5 million steel products plant on Las Minas Bay (See INTERNATIONAL COMMERCE, Aug. 1, page 25 for details).

Preliminary plans have been revealed for the large scale production of precooked rice and the possible processing of other locally produced food products. Plans and work are going ahead for the construction of new plants to produce flour, cement, metal office furniture, hosiery, clothing and other products.

New and expanded private industries will be constructed with a $4 million loan

to Panama's private industrial development bank. The loan will be the second to be made to the Bank by the Agency for International Development.

The Government of Panama plans to widen a section of the Trans-Isthmian Highway when financing for the project is found.

At the end of the second quarter, negotiations were near completion for a $3.5 million loan from the Inter-American Development Bank for rural access roads and a $9 million loan from the Inter-American Development Bank for extensive highway programs.

$3 million housing loan

The housing construction activity will receive another boost from a $3 million loan agreed upon by the U.S. and Panamanian Governments.

New loans or financing also are seen for the extension of water and sewerage facilities, airports and hospitals in several cities. Several large power projects are planned in the next several years and include a $6 million thermal-electric plant at Las Minas Bay and a $45 million hydro-electric project on the Bayano River east of Panama City.

Prospects are good for production of cement, refined petroleum products and clay products which reached record levels in 1965.

The situation in Panamanian agricultural industries is mixed in part because of the adverse or early, mid-April arrival of the rainy season beneficial to some crops and harmful to others.

Rainy season harms crops

The sugar industry didn't meet its authorized U.S. quota of more than 30,000 tons and was able to ship only 12,500 tons. Continued heavy rains throughout the second quarter caused concern to local growers of rice, corn, tomatoes and other crops.

The important banana industry maintained production at a high level, although a decline from the first to the second quarter was reported. Cattle growers, however, were enthusiastic about the early rains which brought relief to thirsty and starving livestock.

Fragmentary foreign statistics indicate that Panamanian exports for the second quarter were lower than for the same period in 1965. The most important items reflecting a decline were bananas, shrimp and sugar. The value of exports of refined petroleum products rose.

Figures on Panamanian imports are not available for 1966, but total imports for 1965 were $185.5 million. The U.S. share of the market was 40.6% for the first nine months of 1965. The Colon Free Zone imports during the first quarter of 1966 were $24.5 million in value down a negligible amount from 1965.

Some changes in import patterns appear likely as a result of recent government actions. During the second quarter, imports of minestrone and certain meat soups were placed under quota restrictions.

The commodities constitute a significant portion of imports valued at $528,129 in total and $387,941 from the United States. A quota of 20% of imports during the period 1964-65 was established on imports of paper cups in various sizes coated with paraffin.

Imported liquid and paste shoe polishes are now limited to 25% of imports during the 1964-65 period. A quota restriction placed on oil and water based paints early this year has been rescinded at the request of the local producer who originally applied for the quota.

Imports of dress shirts with both long and short sleeves are being reduced by degrees to the level of 30,000 pieces per year in 1968 in behalf of local producers, many under license of U.S. companies and an industry employing 3000 Panamanians.

The possible association of Panama with the Central American Common Market was the subject of much public debate in Panama during the quarter. The matter has been studied under the sponsorship of the Government of Panama.

The author of the study has said that it would be to Panama's advantage to participate through gradual integration during a ten year period. Panama's President Robles announced on August 18th that Panama will name a commission to negotiate entry into the CACM.

'Free Zone' country proposed

Meanwhile, the CACM countries are continuing their study of the question. Panama's Chamber of Commerce has proposed that all of Panama be converted into a free trade zone and developed as a center of regional trade and finance.

Foreign competitors of the United States were active in Panama during the second quarter. The French Government announced plans for a *Semana Francesa* to be held in September.

Along with promoting the sale of French products, it will have cultural, educational and social events planned to increase interest in and knowledge of the country.

A Japanese mission visited Panama and indicated the possibility of renting space in the Colon Free Zone for the warehousing and export sales of Japanese products. The Spanish Minister of Trade visiting Panama stated that a drive would be undertaken to increase trade between his country and Panama.

PANAMANIAN IMPORTS for 1965 were $185 million; the U.S. share of the market was 40.6% for the first nine months of 1965. Panama's Chamber of Commerce has proposed that the entire country be converted into a free trade zone and developed as a center of regional trade and finance.

CONSTRUCTION BOOMING

Nicaragua upswing holds

Agricultural diversification speeds up as weather damage causes decline in crop exports

The Nicaraguan economy showed a continuation during the second quarter of the prosperity of the past five years. Industrialization continued at an increasing pace as did programs for more low-income housing and farm roads. These developments contributed to an existing boom in public and private construction.

The Government launched a program to speed up diversification of agriculture with special emphasis on expanding the output of tobacco, bananas and hogs. The impetus for the program came from a decline in exports due to weather damage to some export crops.

There are signs that imports are continuing to expand though at a slower rate than in 1965. A growing deficit in trade with the rest of the Central American Common Market (CACM) sparked a heated debate about the benefits to Nicaragua derived from CACM membership.

Progress toward industrialization was made during the quarter as construction began on a $5 million complex to produce soda and insecticides scheduled to begin production next May.

The Central American Milk Products Co. (PROLACSA) was formed as part of a government plan to develop the potentially rich dairy areas of Boaco, Chontales and Matagalpa. Initial capacity of the Matagalpa plant will be 4.7 million pounds of powdered milk annually.

Plywood industry planned

In the Rama area, a $2 million industry is being planned for the production of plywood corestock for export, initially at a level of $2 million worth of exports annually. Also in the planning stage is an assembly operation to produce RCA Victor radios, phonographs and television sets under license.

The steady industrialization of Nicaragua and increased consumer demand resulting from five years of substantial economic growth are causing more demands for power, both for industrial and household use. The Nicaraguan Government recently obtained a loan of $5 million from the International Bank for Reconstruction and Development for the construction of a thermal electric generating plant (15,000 kilowatt hours) to be installed in the city of Chinandega, an important cotton growing and ginning area.

Esso Standard Oil will invest an additional $4.6 million in its petroleum refinery in Managua. The investment will expand daily production to 10,000 barrels to meet a rapidly rising demand for petroleum products.

The long duration of the present prosperity in Nicaragua and the urban migration of the population have been in part the cause of the present critical housing shortage in Managua. One important action taken during the present quarter to alleviate the problem was a law creating a national housing bank and mortgage insurance division to back loans for middle-income housing.

Shortage of long-term credit

The biggest single factor inhibiting adequate expansion of home construction has been the shortage of credit for long-term mortgages. Another important development was the ground-breaking for a 900-home project in Managua of medium priced ($7,000-10,000) homes financed by a $7 million loan from private U.S. sources backed by an AID guarantee.

Work continued during the quarter on transportation systems, mainly roads, which have contributed much to the economic development of the country. Final touches were put on a 765 foot steel bridge over the Siquia River in June which is a major accomplishment towards opening the road from Managua to the eastern port of Rama on the Escondido River by the end of February 1967.

Work was begun on an 82 mile access road in the Department of Chinandega to points along the cotton-rich peninsula of the Cosiguina. Work was also recently begun on a three-story air terminal at Las Mercedes Airport near Managua, and lengthening of the runway.

The construction projects scheduled in the industrial, housing and public work

MIDDLE-INCOME HOUSING is being promoted by Nicaragua's new housing bank and mortgage insurance division. Urban migration has caused a critical housing shortage in Managua, the nation's capital and largest city. Private U.S. sources financed a $7 million loan for a 900-unit housing project.

areas foretell a continuation of the healthy expansion of Nicaragua's booming construction industry.

The value of building permits issued in the second quarter 1966 was $3.0 million compared with $2.1 million for the same period in 1965. During the first quarter 1966, the volume of building permits issued totaled $4.5 million, and included $1 million for the Palace of Justice.

Farm production pushed

The Government has embarked upon a three year "Immediate Action Program" to expand the production of tobacco, bananas and hogs. The National Development Institute (INFONAC) plans to invest $14.3 million in programs to increase the production of tobaccos and bananas, which are considered to have good export prospects.

Within three years INFONAC hopes to have 1500 hectares planted in tobacco and 5000 hectares in bananas. The program is consistent with the longstanding policy of the government to diversify agriculture.

The Government's determination to speed up agricultural diversification stems from the decline in Nicaraguan exports experienced during the first six months of 1966. Last year's drought hurt cotton production which was down 11% and sugar production which was down 29%.

Banana exports have still not completely recovered from the blowdowns of February last year. According to preliminary data, total exports during the first six months of 1966 were valued at $101.7 million compared with $104.1 million during the same period last year. Beef exports have resumed their upward trend after declines in 1964 and 1965, and shrimp exports have continued to expand.

Imports show advance

Imports advanced from $61.2 million during the first six months of 1965 to $69.4 million during the first six months of 1966. This rate of increase is somewhat smaller than occurred last year, reflecting the new tighter credit policies designed to restrain the growth in imports and the slower rate of growth in the economy.

Latest figures available indicate that the U.S. share of the import market is steady at 47% after declining steadily for several years.

An importer of machinery and equipment has expressed satisfaction over his sales results during the quarter and expressed optimism about the future. On the other hand, the owner of a large department store charged that retail sales both in Managua and in the second largest city, Leon, are down because of restraints on the amount of money in circulation.

Sales of cement and some consumer goods such as cigarettes, beer, sugar, gasoline, etc., are rising according to recent figures on sales tax collections.

Nicaragua's increasingly large negative trade balance with the other countries of the CACM has been the subject of heated press discussion and comment in recent months by Nicaraguan industrialists, merchants, and government officials.

It contributed to the $4.4 million decline of net international reserves at the end of the second quarter over a year previous. They were $51.3 million on June 30.

The discussion of Nicaragua's role in the CACM was touched off in part by the refusal of Honduras to grant duty free treatment to Nicaraguan producers of cosmetics on the ground that goods

STEADY INDUSTRIALIZATION of Nicaragua and increased consumer demand are causing more demands for power, both for industrial and household use. The government plans construction of a thermal electrical generating plant in Chinandega, an important cotton growing and ginning area.

assembled from imported components do not enjoy duty-free treatment within the market.

This and other trade dispute cases and the removal in June of most of the remaining restrictions on free trade in the CACM set the stage for wide public discussion of the national benefits from economic integration.

Some Nicaraguan industrialists have attributed Nicaragua's deficit to higher production costs, which they claim are because of higher wages and more liberal worker fringe benefits than exist in other countries and to administrative barriers within the CACM which inhibit the growth of their exports.

Some firms compete effectively

Others, including many whose firms have done well in Central American markets and in some cases whose scale of operations would not be possible without the market size that integration has provided, argue that Nicaragua's relatively poor trade showing in the area is due to lack of competitive spirit after years of insulation provided by tariffs and other protection.

There are a number of Nicaraguan industries competing very effectively in the CACM including producers of mattresses, steel structures for building, biscuits and shoes.

In order to "equalize" the benefits of integration and also in an effort to offset its unfavorable trade balance, Nicaragua, like Honduras, has asked for preferential treatment within the market. It remains to be seen what the reaction of the other Central American countries will be to Nicaragua's request, or what form such preferential treatment might take.

Iran to purchase generator for Tehran power station

The Government of Iran will purchase an 82.5 megawatt generating unit for Tehran. The $9 million facility will be installed at the Farahabad power station and is expected to contribute significantly to industrial development in Iran.

The General Electric Co. will supply the equipment and the design and construction of the facility will be supervised by Sanderson & Porter, a New York engineering firm, which will also provide technical services for the new generator.

The purchase and installation of the generator will be financed by an Export-Import Bank of Washington loan. The loan is to be repaid in 30 semiannual installments beginning in 1969.

Port in Honduras gets World Bank loan for expansion

Berths, transit shed, warehouses, and consultant studies planned

A project to expand and improve Puerto Cortes, Honduras' most important port, will be assisted by a World Bank loan equivalent to $4.8 million to the National Port Authority.

Construction contracts will be awarded and equipment purchases made on the basis of international competitive bidding.

The Port Authority, established in 1965, is responsible for management of Puerto Cortes and will execute the project. The loan also includes funds to carry out studies of other ports in Honduras which will be undertaken by a consulting firm.

Consultant studies projected

The consultant studies will be carried out to determine the desirability and feasibility of constructing or expanding other Honduran ports, one on the Atlantic coast at Puerto Castilla and the other in the Gulf of Fonseca on the Pacific.

For some time, Puerto Cortes has been unable to handle the country's increasing foreign trade. The Bank loan will assist in the construction of two new deep water cargo berths, a transit shed and a warehouse. It also will provide funds for improvement of existing facilities and acquisition of cargo handling equipment.

Congestion relieved

The new facilities and improvements are expected to alleviate the serious congestion of recent years and substantially reduce ship waiting-time for berths and for loading and unloading operations, with a corresponding decrease in cargo handling costs.

A modern road system will connect Puerto Cortes with the main economic centers of Honduras by the time the port work is completed.

The cost of the construction and improvements in Puerto Cortes and related studies in other ports is estimated at $7.2 million. The Bank's loan will cover about 66% of the total and the entire foreign exchange costs of the project. The balance will be supplied by the Port Authority out of its operating revenues.

The loan will be for a term of 25 years, including a five-year grace period. Amortization will begin in 1971 and the loan will be guaranteed by the Republic of Honduras.

Public hearings to study changes in import rules

Public hearings on the possible effects of easing the U.S. import rules for certain items will begin Sept. 26 in Washington.

Known as the "President's Supplemental List of Articles for Possible Consideration in Trade Agreement Negotiations," the commodities were listed in the Federal Register of Aug. 18.

The final date for filing requests to testify at the hearings is Sept. 16.

These requests should contain: the item numbers of any articles on which testimony is to be presented; the name and organization of any witnesses, as well as the name, address, telephone number and organization of the person submitting the request; a statement as to whether the testimony will favor importers or domestic producers; a careful estimate of the time required to make the presentation.

Forward the original and three copies to The Secretary of the U.S. Tariff Commission, Washington, D.C. 20436.

Written briefs may also be submitted, by those not wishing to testify. They must be received at the Tariff Commission by Sept. 23.

Denver conference to study international patent licensing

The advantages and disadvantages of international patent licensing will be the topic of discussion at a Commerce Department conference Sept. 13 in Denver.

Legal and financial considerations, methods of identifying and evaluating prospective licensees and available designs will be covered, along with case histories to illustrate techniques and procedures.

Leading the discussions will be Dwight Hightower, partner in the Chicago law firm of Baker, McKenzie & Hightower; Vincent Travaglini, Bureau of International Commerce, Department of Commerce, Washington, D.C.; and Osmund Jackson, international trade and finance consultant.

For reservations **write:** Department of Commerce Field Office, 16419 Federal Bldg., Denver, Colo. 80202

Argentina extends price fixing law for drug industry

12% price increases possible if approved by Health Ministry

Argentine Law No. 16462 of July 23, 1964, which established authority for price fixing of pharmaceutical products and which was to expire on August 4, has been extended through December 31 by the National Executive Power in Law No. 16914 of August 4.

The old implementing Decree 3042 has now been replaced by Decree 498, also dated August 4, which authorizes pharmaceutical laboratories to increase prices across the board by 12% above those prices which were in effect on August 30, 1964.

According to Decree 498, these new price increases may be put into effect by interested laboratories upon presentation to the Ministry of Social Welfare and Public Health of a declaration of prices accompanied by an accounting which shows adequate justification for such increases.

Trade sources advise that this justification can be the producing companies' general financial statements. Those products which were granted price increases of more than 12% under the old implementing Decree 3042 are to remain at their present price levels until further notice.

Decree 498 also provides for the creation of a mixed commission consisting of industrial representatives and government officials to establish a new pricing system to apply eventually in the pharmaceutical industry.

For copies of the decree **write:** the American Republics Division, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Denmark liberalizes import licensing for certain goods

The Danish Government has announced the liberalization of the importation of certain food products and manufactured goods.

Freed from import licensing were jams, jellies, fruit pastes, finished basket and wickerwork, and certain rubber footwear.

Items to be liberalized on December 31 are chocolate and chocolate goods, certain other food preparations, and monumental and building stones and articles thereof.

Malaysia drops several Commonwealth preferences on variety of articles

The Malaysian Government has announced its decision to remove a number of Commonwealth Preferential Rates of import duties on a wide range of articles. The purpose of this move is to bring in more revenue to help finance the First Malaysia Plan (1966-70).

The main categories of goods affected will be motor vehicles, sugar, textiles and wearing apparel, alcoholic beverages, tobacco, cosmetics and perfumery, television sets, musical instruments, and tires and tubes.

As a result of this move, the duties on Malaysia's imports of these products from Commonwealth countries will rise to the level of those from non-Commonwealth countries.

Information on specific Malaysian tariffs may be secured from the Far Eastern Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Austria increases quota for poultry, meat imports

More than 2000 tons of U.S. poultry can be imported by Austrian buyers in 1966 under an increased quota recently announced by the Austrian Ministry of Agriculture. The outlook for sales of pork and beef is also promising.

The new poultry quota, comprised of 1500 metric tons of chicken parts, 300 tons of whole chickens, and 300 tons of turkey meat, is 300 tons greater than the 1965 quota.

Increased sales opportunities may appear for other meats from the United States, particularly high-grade cuts of beef and pork, because considerable pressure has been exerted on the Government to liberalize imports of poultry meat and red meat from all sources on a temporary basis to relieve a shortage of Austrian meat.

Six British islands in Pacific adopt decimal currencies

Four to use Australian dollar

The British Pacific Islands, which include the Fiji Islands, the Tonga Islands, the British Solomon Islands, the Gilbert and Ellice Islands, and the Condominium of New Hebrides, are currently in the process of converting their currencies to the decimal system.

The British Solomon Islands, the Gilbert and Ellice Islands, and the Condominium of New Hebrides use the Australian currency, and changed from the pound to the dollar in January concurrently with Australia. The Australian dollars is valued at US $1.12.

The Kingdom of Tonga, a New Zealand Protectorate, intends to switch to the decimal system in January 1967. The Tonga pound was equal to the Australian pound, and the Tonga dollar will probably equal the Australian dollar.

Fiji Islands last to convert

The last territory to convert to the decimal system will be the Fiji Islands, which have chosen Jannuary 15, 1969, as the date to adopt the dollar. It will be based on the 10 shilling note, equal to US$1.25. The new system will have coins of 1, 2, 5, 10 and 20 cents, and notes of 1, 2, 10, 20, and 50 cents. There will be a transition period of about six months, after which the old currency will be recalled for destruction.

There was a note of protest in Fiji's only daily newspaper, *The Fiji Times*, over the date of conversion and the decision to base the new currency on the 10 shilling note. The basic decision to change to the decimal system was not questioned, as the conversion of Australia and the other territories made it mandatory. This change will cost Fiji an estimated £F290,000 ($650,000).

Chile reduces waiting period

The Chilean Central Bank has reduced the minimum waiting period required for payment on imports from 90 to 80 days from the date of the bill of lading.

Substantial revisions seen in import duty rate action by Government of Ceylon

Substantial revisions in Ceylon's import duty rates were announced by the Government of Ceylon on July 29. Details are not yet available regarding the action.

Raw materials, formerly dutiable at rates ranging from 17 to 44% generally will now be subject to a uniform rate of 30% ad valorem. Higher rates are established for a few items, to protect local raw materials producers.

As an incentive to industry, a concessionary rate of 10% (formerly 22%) will apply to raw materials, industrial machinery and equipment, and parts imported by essential industries (as stipulated by the Ministry of Industries).

Most of the higher rates in the Ceylon tariff, which ranged as high as 330%, have been scaled down to a maximum of 150%. Higher rates will continue in some cases, however, to protect local industry or discourage imports of luxury items.

Costa Rica announces tax on metal furniture, autos

The Costa Rican Government has announced that metal furniture and furniture with metal parts are now subject to a new 10% consumption tax.

For furniture assembled locally or imported from the other Central American Common Market countries, the tax is levied on the manufactured cost and on the CIF value respectively. Furniture imported from outside the Central American area will be taxed on the CIF value plus the import duty.

Consumption taxes on automobiles, either locally assembled or imported, were recently increased by 70% except on jeep-type vehicles which were increased by 40%.

For information **write:** OIRE, Bureau of International Commerce, Washington, D.C. 20230.

Israel eases import restriction on wide variety of products

The Government of Israel relaxed restrictions on a large number of items, between February 10 and July 10, which are now eligible for import licensing.

Among the most important items are: paints, polyester resins, pesticides, surgical gloves, contraceptives, furnace burners for liquid fuels and parts, industrial and laboratory furnaces and ovens and parts, telephones, telephone switchboards and exchanges, acetylene gas generators and parts, excavating scrapers under 600 kilograms, hydraulic and mechanical jacks, commercial refrigerators, liquid coolers, and gramophone records.

For information regarding specific items, **write:** the Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Brazil transfers 211 items to general import category

A recent Customs Policy Council Resolution transferred 211 items of the Brazilian tariff schedule from the Special to the General Import Category. As a result of Resolution No. 425, which became effective July 27, these items are released from the exchange rationing system which impedes imports under the Special Category.

A large number of the current transfers (86 items), were in the animal and vegetable fats and oils groups. Although the level of tariff protection is still substantial, ranging from 6% to 80% ad valorem, duty-free treatment is sometimes decreed for imports of items in short supply.

Of the items transferred so far, fresh and dried fruit appear to offer the best prospects for increased U.S. exports, but future lists of transferred items will probably contain more sensitive items with greater export potential for U.S. exporters.

Private Pakistan firms will buy U.S. products with Eximbank credit

The sale of U.S. goods and services valued at $2.5 million will be financed by a relending credit authorized by the Export-Import Bank of Washington to the Industrial Development Bank of Pakistan (IDBP). Proceeds of the loan will be relent to private small and medium sized Pakistani firms which require United States equipment.

Individual subloans will be limited to a maximum of $500,000 to any single enterprise. Requests to the Industrial Bank of Pakistan for allocations exceeding $150,000 will require prior Eximbank approval.

In addition to assisting existing firms, the credit is intended also to help in the establishment of new private enterprises.

The loan is expected to assist textile manufacturing, food and feed processing, chemical industry, air conditioner and refrigeration manufacture and minerals exploitation.

India imposes export duties on certain mineral ores

The Government of India imposed export duties effective August 2, on certain mineral ores in order to adjust export prices following devaluation of the Rupee on June 6 (Rs. 1 now equals US$0.133, formerly US$0.21).

Export duties on 12 other items previously had been announced immediately following the devaluation (see INTERNATIONAL COMMERCE of June 20, p. 33).

Manganese ore, subject to export duty of 25% ad valorem until 1958 but exempt from duty by special provision since that time, is again made dutiable at the following rates: ore having 10% or more of manganese content, Rs. 20 per metric ton; and ore having less than 10% of manganese content, Rs. 10 per metric ton.

New export duties have been imposed, as indicated, on the following ores: lumpy iron ore, Rs. 10 per metric ton; iron ore fines (including blue dust), Rs. 5 per metric ton; kyanite, Rs. 40 per metric ton; chrome concentrates, Rs. 15 per metric ton; manganese dioxide, 20% ad valorem; sillimanite, 20% ad valorem; and steatite (talc), 20% ad valorem.

AGRICULTURAL AND CONSTRUCTION MACHINERY

A German manufacturer of special machines and equipment used in lime sandstone operations seeks a license to manufacture machines weighing up to 5 tons each, preferably for use in the agricultural or construction industries.

The firm currently operates a limestone works and reportedly has an interest in several similar operations in northern Germany. Its facilities, including a modern machine shop with an area of 14,000 square feet, are located on a 450,000 square yard site.

Rail and highway transportation facilities are accessible and the Hamburg port is only 10 miles away.

Write: Johannes Thiessen K.G., Am Stueben, 2056 Glinde, Hamburg, Germany. WTD.

Four new members appointed to export expansion council

Sec. Connor names leaders of U.S. Chamber, Bankers Assn., Farmers Union, Pfizer International

Secretary of Commerce John T. Connor has appointed four new members to the National Export Expansion Council.

Named for the term of their office in their respective organizations were:

Myron A. Wright, president, U.S. Chamber of Commerce, and chairman of the board and chief executive officer, Humble Oil and Refining Co.

William F. Ray, president, Bankers' Association for Foreign Trade, and manager, Brown Brothers Harriman and Co.;

Tony T. Dechant, president, National Farmers Union; and

Richard C. Fenton, president and chairman of the board of directors of Pfizer International.

Carl A. Gerstacker, chairman of the board of Dow Chemical Co., Midland, Mich., is chairman of the 70-member Council.

Mr. Wright, 39th president of the U.S. Chamber of Commerce, is a member of the board of governors of Oklahoma State University Development Foundation, the board of directors of the American Petroleum Institute, and a 25-year member of the American Institute of Mining, Metallurgical and Petroleum Engineers.

Mr. Ray has managed Brown Brothers Harriman since 1950, and is a corporator of the Boston Five Cents Savings Bank and the Charlestown Savings Bank, and a director of H. A. Johnson Co. and the Jiffy-Jem Corp., both food manufacturers. He is a director of the World Trade Center of New England and recently was nominated as a member of the advisory committee of the Export-Import Bank.

Mr. Dechant came to the National Farmers Union in 1943 as an accountant and assistant secretary-treasurer. He also is vice president of the National Farmers Union Life Insurance Co., National Farmers Union Property and Casualty Co. and National Farmers Union Development Corp., and is secretary of the Farmers Educational Foundation.

Mr. Fenton joined Pfizer as a British manager in 1951 and came to the company's New York headquarters as regional director for Europe in 1952. He subsequently served as area manager for Northern Europe and Africa, and was elected to his present position in 1965. He is a member of the board of trustees of the United States Council of the International Chamber of Commerce.

Two U.K. firms lose U.S. export rights

Commerce suspends English traders for shipments to Cuba

A 60-day temporary suspension of U.S. export privileges by the Department of Commerce against Woodham Trading Ltd. and Glovet Traders Ltd., both of London, is being continued for an additional 60 days.

The action of the Department's Bureau of International Commerce is based on allegations that the Woodham firm reexported quantities of U.S. automotive parts and equipment to Cuba in violation of the export regulations, and that the Glovet firm made false and misleading statements to the U.S. Government regarding the ultimate destination of used aircraft tires which it ordered from a U.S. supplier.

In the new order, the firm Commodity Export Ltd., is named as a related party to Glovet. The companies have same address and interlocking directorate.

In addition to the violations charged, the respondents have failed to answer questions, submitted under authority of the export regulations, as to their dealings in goods exported from the U.S.

The temporary order, issued June 10, was extended to prevent future violations. A formal charging letter or an order denying export privileges for failure to answer written interrogatories will be issued within the 60-day period of suspension.

The order applies to the respondents and related party and to their employees, agents and representatives. The U.S. Export Regulations provide that without authorization from the Department no person may trade in commodities exported from the U.S. with a party he knows has been denied export privileges.

Cattle hide quotas set by Commerce

The Department of Commerce has set export licensing quotas for cattle hides, calf and kip skins and bovine leathers, for the September-December period, continuing the licensing levels of the previous four months. The single change was removal of leather scrap from quota controls.

Firms that have previously exported these items must file license applications with the Office of Export Control by Dec. 10; other firms, not later than Sept. 30.

The quotas are:

Cattle hides, whole—3,288,800 hides; cattle hide croupons, crops, dossets, sides, butts, and butt bends—462,200 pieces; calf skins and kip skins—580,700 skins; cattle hide and kip side upper leather, grain, other than patent and metalized, and cattle hide and kip side leather, n.e.c.—3,773,300 sq. ft.; cattle hide and kip side sole, belting, and welting leather, grain; cattle hide and kip side rough, russet, and crust leather; and whole splits, side splits, and bend splits—935,000 lbs.; calf and whole kip upper leather, other than lining, patent and metalized, and calf and whole kip leather, n.e.c., other than patent and metalized—808,400 sq. ft.

The new licensing requirements are included in Current Export Bulletin 938. Copies are available at 25 cents in room 6043, Department of Commerce, Washington, D.C. 20230, or any Commerce Department field office.

U.S. Customs to detain Austrian wigs, hair products

U.S. Customs will detain wigs and other human hair products imported from Austria unless either a Foreign Assets Control license or a certificate of origin appropriate for Foreign Assets Control purposes is presented.

Appropriate certificates of origin are not presently available with respect to the importation of wigs and other human hair products from Austria. Announcement will be made in the Federal Register when such certificates become available.

Brazilian proposes venture to make gasoline engines

A Brazilian firearms manufacturer seeks a joint venture with an experienced U.S. firm to produce newly developed outboard and stationary type gasoline engines with 5-15 horsepower.

An undetermined capital investment and technical assistance is requested of a U.S. participant in return for a 50% interest in the proposed enterprise.

Established in 1938, the Brazilian firm produces rifles, shotguns and revolvers and supplies arms and ammunition to the Brazilian Army. The company has approximately 1,400 employees and markets its products throughout Brazil.

The manager of the Brazilian firm, Mr. Aquici A. Georg, began a three week visit in the United States on Aug. 26. Manufacturers of outboard and stationary engines interested in arranging appointments with Mr. Georg should wire or call: Bureau of International Commerce, Office of International Investment 878, Department of Commerce, Washington, D.C. 20230. Area code 202, WO. 7-5367.

U.S. firms wishing to contact the Brazilian firm should **write:** Amadeo Rossi & Cia, 143 Rua Epifanio Fogaca, Sao Leopoldo, R.S. do Sul Brazil. WTD.

Maltese seeks joint venture to expand tobacco production and develop export markets

A long- and well-established firm engaged in the manufacture of cigars and cigarettes in Malta seeks the participation of a U.S. tobacco manufacturer in a joint venture to expand current production and develop export markets. The firm is the sole manufacturer of cigars in Malta and now produces only hand-rolled cigars. Cigarettes are manufactured by two of the firm's subsidiaries, one exclusively by hand and the other by hand and machinery.

U.S. investment is sought mainly in the form of machinery and equipment for the manufacture of cigars, cigarettes and pipe tobacco, although joint management for the development of export markets would be welcome.

U.S. tobacco manufacturers interested in exploring the possibilities of this proposed joint venture and obtaining further information are invited to **write:** to Joseph Licari Ltd., 287 St. Paul's St., Valletta, Malta. WTD.

Drydocks firm in Malta seeks license agreements for heavy construction

The industrial division of a drydocks firm in Malta offers an outstanding opportunity for U.S. firms interested in obtaining a connection in the Mediterranean capable of manufacturing on a licensing basis highly technical products in which the weight or bulk play an important role in transportation.

The firm is manufacturing steel cranes on such a basis and has negotiated an agreement with a U.S. firm to manufacture dredges. It now desires to arrange with U.S. firms for the production under license of (1) land and offshore oil drilling rigs; (2) oil refineries; and (3) power stations.

Construction and manufacturing facilities available to the Malta firm are on a large scale and versatile in nature. These include extensive heavy, medium and light precision machine shops, boiler, pipe and steel plate fabrication shops and an electrical shop capable of armature rewinding and repair of all types of electrical equipment. In addition the company operates a foundry and a modern scientific laboratory.

Through agency agreements, the company has sales outlets in countries in the Mediterranean basin, Africa and Asia.

U.S. firms interested in obtaining additional information about this opportunity should **write:** Malta Drydocks, The Docks, Malta. WTD.

ROAD CONSTRUCTION EQUIPMENT

A Swiss manufacturer and importer of construction machinery and photostat copying machines seeks a licensing arrangement with a U.S. firm to produce small and medium-sized road building equipment for distribution in Europe.

Write: Karl Mueller AG, Maschinenfabrik, 9325 Roggwil, Switzerland. WTD.

INDUSTRIAL EQUIPMENT

An Australian manufacturer of such component parts for automatic mining equipment as hydraulic jacks, machinery castings and tail shafts seeks a license to make small articles in the hydraulic field, including couplings and pumps.

Established in 1960 with only two lathes, the Australian firm has grown steadily and recently moved into a new plant with 3,500 square feet of production space. A fabrication shop is located about a half mile from the plant. Production equipment includes six lathes, drills, milling machines and a 60-ton press. The firm has approximately 20 employees.

According to the Australian firm, it is interested only in making products for industry, not the general public, as it neither wants to establish its own substantial marketing organization nor distribute through an outside sales force.

Write: Tarmon Engineering Pty. Ltd., 12 Cleg St., P.O. Box 39, Artarmon, N.S.W., Australia. WTD.

FABRICATED METAL PRODUCTS

Established in 1960, a British firm of ventilation engineers engaged in general sheet metal work seeks a license to manufacture equipment from stainless and galvanized steel, aluminum and copper.

The company is particularly interested in making products connected with the ventilation, dust extraction and heating industries, in which the British firm claims to have good contacts.

The company has approximately 42 employees.

Write: William Booth & Co. (Metal Work) Ltd., Old Road Works, Warrington, Lancashire, England. WTD.

INDUSTRIAL MACHINERY

The principal rubber products producer in Italy seeks a contract manufacturing or licensing arrangement with a U.S. firm whereby the Italian company would make available the facilities of one of its manufacturing divisions with excess production capacity for the manufacture of machinery for the food, paper and agricultural industries.

The Italian firm states it is not interested in the marketing or distribution of equipment manufactured under an agreement with a U.S. firm.

Write: Pirelli S.p.A., 11 W. 42nd St., New York, N.Y. 10036. WTD.

Toll roads construction bids invited by Spain

The Spanish Government had previously announced a plan to have toll roads constructed and operated by private capital; however, with the publication of recent legislation, the Ministry now invites open competitive bids for the construction, maintenance, and operation of the Barcelona- La Junquera and Mongat- Mataro Highways. (INTERNATIONAL COMMERCE, Dec. 27, 1965, p. 39).

The Decree-Law 5/1966 of July 22 lists the fiscal benefits and government guarantees for foreign loans which the concessionnaire would be eligible to receive. It also amends that provision of the Code of Commerce requiring public work companies to have corporate capital of not less than 50% of the total budget or estimate of the project.

The Ministry of Public Works announced in its Order of July 27, 1966, the bases for the competition to award the concession for the construction, maintenance, and operation of the Barcelona- La Junquera and Mongat-Mataro toll highways.

All bids must be submitted by Oct. 31 to the Highway Promotive Commission, Ministry of Public Works, Madrid.

Copies of the translations of Decree-Law 5/1966 and the Order of July 27 are available on a loan basis to firms located in the U.S. from the Department of Commerce, Building Materials and Construction Industries Division, BDSA-564, Washington, D.C. 20230. Telephone: 202-WOrth 7-3601.

Tunisian drug tender lists 214 items wanted in bulk form

The Pharmacie Centrale de Tunisie, 51, Avenue Charles Nicolle, El Menzah, Tunis, has issued tender No. 5 which calls for 214 different medicinal chemicals. The tender is in French, and correspondence and bids should be in French. Bid deadline is Oct. 15.

Among the medicinals covered are such items as salicylic acid, granules, 8,000 kgs; salicylic acid, very fine powder, 225 kgs; boric acid, 200 kgs; bismuth sub-nitrate, 5,000 kgs; calcium carbonate 1,500 kgs; calcium gluconate, 500 kgs; chloramphenicol crystalline base and other forms, 750 kgs; and chlortetracycline, 460 kgs.

Other items listed are: isoniazid hydrazide, 3,000 kgs; kaolin, 2,000 kgs; lactose, 3,000 kgs; meprobamate, 340 kgs; nicotinamide, 100 kgs; oxytetracycline in various forms, 820 kgs; pilocarpine chlorhydrate, 2,500 kgs; pilocarpine nitrate, 1,700 kgs; sodium bicarbonate, 2,500 kgs; and para-aminosalicyclic sodium, 1,500 kgs.

Purchases will also include dihydrostreptomycin sulfate, 500 kgs; sulfaguanidine white crystals, 1,500 kgs; sulfanilamide powder, 700 kgs; rectified ether, 10,000 kgs; extract of syrup of dessartz, 1,000 kgs; extract of tincture of belladonna, 500 kgs; glucose anhydre for injection, 6,000 kgs; glycerine, 15,000 kgs; and theophylline anhydre, various compounds, 240 kgs.

Some of the other products wanted are: Vitamin B-1, chlorhydrate, 200 kgs; vitamin B-2, 1,530 kgs; vitamin B-6, chlorhydrate, 280 kgs; vitamin B-12, 1,200 kgs; vitamin C, 1,800 kgs; zinc oxide, 850 kgs; and white vaseline, 20,000 kgs.

Copies of the tender are available on a loan basis only to firms domiciled in the U.S. from the Chemicals and Allied Products Division, BDSA, Rm. 4421, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3394.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

Turkey to buy marine radar equipment and spare parts

The Materials Purchasing Department, Turkish Maritime Bank, has issued Tender No. 966/3049 for nine marine radar units complete with standard spare parts and tools.

Bid deadline is Sept. 12.

Bid should offer the following: Range .5 to 30 nautical miles, wave length 3 cm. or less, range accuracy ± 1% max. range, bearing accuracy 1° on full scale, side lobes 20 db (average), minimum range 15-20 yards, peak power output 10 Kw. minimum, display 9-10" dia., P.P.I., power supply 110/220 volts d.c.

Copies of the tender announcement and specifications are available from the Denizcilik Bankasi T.A.O., Malzeme Mudurlugu, Bahcekapi-Istanbul, Turkey or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Code 202—967-4036.

Bids sought by Israel on top soil removal

The Timna Copper Mines Ltd. of Tel Aviv, Israel, invites companies to bid on the removal, at Timna, of 9 million cubic meters (11.8 million cu. yds.) of alluvial top soil with an option for an additional 7 million cu. meters (9.2 million cu. yds.) The main work is to be completed by March 31, 1969. The closing time is Sept. 18, for submitting bids to Timna Copper Mines, Ltd., P.O. Box 7050, Hakirya, Tel Aviv.

Firms selected and confirmed by the Board of Directors will receive tender documents after payment of U.S. $100.

One copy of the documents and drawings can be examined (not for loan) in the U.S. Department of Commerce, Building Materials and Construction Industries Division, Rm. 4014, Washington, D.C.

Iraq to build four water supply systems

The Directorate of General Projects, Ministry of Municipalities and Works, Baghdad, has issued four tenders for water supply construction.

The deadline on each project is Oct. 11.

Terms and specifications may be obtained from the issuing authority at the price stated below. One copy of the specifications on each project is available for review by interested firms in the office of the Water Industries and Engineering Services Division, Rm. 4111, Department of Commerce, Washington, D.C. 20230.

Planned projects

Tender Notice No. 13. Afkani, Mosul Liwa. Contract to include supplying, erecting, and testing of pumphouse, 2 electrically operated pumping sets, switches, cables, water meter, elevated service tank, suction and delivery mains, pipe, gages, valves, and other apparatus; connection with existing distribution system; all materials and labor. Specifications—$42 a set, plus $1.50 airmail charges.

Tender Notice No. 14. Al-Rujaibeeiya, Hilla Liwa. Contract to include supplying, erecting, and testing of pumphouse, 2 electrically operated pumping sets, switches, cables, water meter, elevated service tank, suction and delivery mains, valves, pipe, gages, and other apparatus; connection to existing distribution system; all materials and labor. Terms and specifications—$19.60 a set, plus $1.50 airmail charges.

Tender Notice 15. Al-Nashwa, Basra Liwa. Contract to include supplying, erecting and testing of flocculating tank, flash mixer, alumina dosing apparatus, rapid sand gravity filters, filter wash water pumps, ground filter water storage tank, chlorinators, 2 electrically operated low-lift water pumping sets, and 2 high-lift pumping sets, switches, cables, meters, elevated service tank, pump and filter house building, suction and delivery mains, valves, pipe, pressure gages, and other apparatus, appendages, and connections, and all materials and labor. Terms and specifications—$42 a set, plus $1.50 airmail charges.

Tender Notice No. 16. Kara Hasan, Kirkuk Liwa. Contract to include supplying, construction, erection, and testing at Kara Hasan of a 20,000 gallon capacity elevated service tank with reinforced concrete foundation, all valves and pipe work, and target water level indicator. Specifications—$4.20 per set, plus 70¢ airmail charges.

List available

This type of contract is often awarded to local contractors who are assisted in preparing their bids by foreign suppliers of pipe, valves, etc. U.S. firms may wish to contact Iraqi contractors specializing in water works projects in order to submit offers for the equipment needed. A list of such Iraqi contractors may be obtained by firms located in the United States from the Water Industries and Engineering Services Division, BDSA, Room 4111, Department of Commerce, Washington, D.C. 20230.

World Trade Opportunities Continued to page 36

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- • indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 308 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-6400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 South St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

019 Commercial farms

FRANCE—Flower and vegetable seeds. Requests correspondence in French. Gruel-Fayer (importer, wholesaler, retailer), 21 Avenue du Mail, Rennes (35). WTD 10/21/65.

201 Meat products

HONG KONG—Frozen meats, particularly beef and veal, and frozen poultry, for use by restaurants and hotels. Also frozen hog and cattle glands as medicinal raw materials. Frederick Pordes & Co., Ltd. (importer, exporter, wholesaler), P.O. Box 596, Hong Kong. WTD 5/31/63 under revision.

203 Canning, preserving foods

FRANCE—Fresh and salt cod, salmon, soles, turbots, lobsters, crabs. Direct purchase and agency. Poirson & Cie—Nord Ocean (wholesaler, commission merchant, agent), 10 Rue des Precheurs, Paris, 1er. WTD 6/10/65.

Frozen salmon, other frozen sea foods. Direct purchase and agency. Societe La Maree (exporter, retailer), 6 Rue de l'Ecole, Versailles (78). WTD 9/29/65.

GREECE—Frozen poultry; c.i.f. Piraeus price quotations. Direct purchase and agency. C. Metsis & Co. (sales agent), 5 Patission St., P.O. Box 1204, Athens. WTD 6/9/66.

Dried edible peas, beans, lentils; c.i.f. Piraeus price quotations. Direct purchase and agency. C. Metsis & Co. (sales agent), 5 Patission St., P.O. Box 1204, Athens. WTD 6/9/65.

THAILAND—All kinds of frozen foods; c.i.f. prices and brochures. Louis T. Leonowens, Ltd., (importer), 723 Siphya Rd., Bangkok. WTD 5/19/65.

209 Food preparations

THAILAND—Cooking oil made from vegetable and animal fats. Louis T. Leonowens, Ltd. (importer), 723 Siphya Rd., Bangkok. WTD 5/19/65.

220 Textile mill products

AUSTRIA—Woven piece goods of natural and man-made fiber for the manufacture of men's and women's suits and overcoats, and women's dresses. Direct purchase and agency. Anna Kaschka (importer, manufacturers' agent), Handelsagentur und Textile-Importe, Annagasse 12, A-1010 Vienna. WTD 8/4/66.

Textile fabrics for the manufacture of garments of all types of fiber, except linen; lining material; domestic textiles and linen, e.g., table linen, bedding, etc., draperies and similar household furnishings. Direct purchase and agency. Josef Frank (importer, wholesaler, retailer, manufacturer), offene Handelsgesellschaft, Wienerstrasse 8, A-3430 Tulln. WTD 8/3/66.

Upholstery and home decorating fabrics; lining fabrics and padding materials. Direct purchase and agency. Ginotex Textilwaren-Handelsgesellschaft m.b.H., Nachf.offene Handelsgesellschaft, (importer, wholesaler, manufacturer), Neuer Markt 1, A-1010 Vienna. WTD 8/3/66.

GERMANY—Textile raw materials, also threads of all kinds; c.i.f. European ports. Requests replies in German. Direct purchase and

agency. Paul Voss (agent), 6 Halbe Hoehe, 43 Essen. WTD 8/3/66.

ITALY—Fabrics for men's shirts. Requests replies in Italian. F.lli Amenta (importer, wholesaler), 150 Via Lincoln, Palermo. WTD 8/2/66.

221 Broad woven fabric mills, cotton

ITALY—Terry cloth and bathrobes of the same material, cotton sheeting, bedspreads. Requests replies in Italian. F.lli Amenta (importer, wholesaler), 150 Via Lincoln, Palermo. WTD 8/2/66.

222 Broad woven fabric mills, manmade fiber, silk

BELGIUM—Printed textiles, especially nylon fabrics. Maurice Van Neste (importer, wholesaler), 1 Graanmarkt, Kortrijk. WTD 7/19/66.

223 Broad woven fabric mills, wool

NEW ZEALAND—Upholstery coverings of wool, cotton, manmade fibers, or mixtures; above average quality only. Requests samples and quotations on c.i.f. basis. Ken Winter, Managing Director, Danske Mobler Ltd. (manufacturer, importer, retailer), P.O. Box 6228, Auckland. WTD 8/8/66.

227 Floor covering mills

BELGIUM—Wall to wall floor coverings in vinyl felts, nylon, or other manmade fibers. Ets. Trachez & Dekens (importer, wholesaler, exporter), 200 Wahisstraat, Menen. WTD 7/1/66.

230 Apparel

AUSTRIA—All types of garments for men, women, and children; no headgear. Direct purchase and agency. Josef Frank (importer, wholesaler, retailer, manufacturer), offene Handelsgesellschaft, Wienerstrasse 8, A-3430 Tulln. WTD 8/3/66.

231 Men's, youths', boys' suits, coats, overcoats

BELGIUM—Men's woolen suits. Algemeen Bedrijf voor Confectie, A.B.C., n.v. (importer, manufacturer, exporter), 74 Lange Kievitstraat, Antwerp. WTD 7/22/66.

232 Men's, youths', boys' furnishings

GERMANY—Modern style woolen suits. Direct purchase and agency. Wilhelm Schlippert (importer, wholesaler), Glockengiesserwall 1, Hamburg 1. WTD 7/28/65.

239 Fabricated textile products

FRANCE—Haberdashery articles including but not limited to all kinds of laces (shoe, corset, etc.). Direct purchase and agency. Plihal & Cie (importer, dealer), 50 Rue des Marais, Paris, 10. WTD 4/26/66.

239 Fabricated textile products

NETHERLANDS—Canvas cloth for the manufacture of tents. Rinco Camping Sport N.V. (importer), Brinkstraat 336, Enschede. WTD 6/23/66.

242 Sawmills, planing mills

SPAIN—Quotations for repeated purchases of 100% long leaf pitch pine lumber; quality: special Genoa prime. Requests replies in Spanish. Julio Azcagorta (importer, wholesaler, retailer), Matico, 7, Bilbao. WTD 8/1/66.

251 Household furniture

BELGIUM—Wooden and metal furniture, especially modern American kitchen furniture. Meubelen Top-Mouton, P.V.B.A. (manufacturer, importer, retailer, exporter), 67 Stationsstraat, Proven. WTD 7/6/66.

NETHERLANDS—Aluminum household and camping furniture. Rinco Camping Sport N.V. (importer), Brinkstraat 336, Enschede. WTD 6/23/66.

262 Paper mills

BELGIUM—Paper for printing purposes, calendar manufacturing, stationery. Drukkerij Strobbe P.V.B.A. (importer, manufacturer, retailer), 1 Kasteelstraat, Izegem. WTD 7/5/66.

Papetery paper stock. Direct purchase and/or agency. Papeteries Deconde, S.A. (importer, manufacturer), Soignies, Brussels. WTD 8/10/66.

264 Converted paper, paperboard products

● **IRAN**—120 million acetate cellulose filters and 20,000 bobbins imitation cork tape. Bid deadline Oct. 23. Iranian Tobacco Monopoly, Ghazuin Ave., Tehran.★ (Telephone: 202-WO 7-3003).

VIET-NAM—Full line of paper products including newsprint, cigarette paper, cellophane paper.

Request full details, sample, price quotations. Direct purchase and agency. Comptoirs Associes d'Asie (importer, wholesaler, manufacturers' representative), 14 Ton That Dam, Saigon. WTD 12/27/65.

270 Printing, publishing industries

AUSTRALIA—All types of books and periodicals. Direct purchase and agency. Collins Book Depot Pty. Ltd. (importer, exporter, wholesaler, retailer), 86 Bourke St., Melbourne, C.1, Victoria. WTD in preparation.

273 Books

BELGIUM—Books, dealing with the subject of sales promotion. Librairie du Parc (retailer), 21 Avenue de la Chevalerie, Brussels. WTD 8/2/66.

FRANCE—Books, principally "Paperbacks" for popular reading. Direct purchase and agency. Nouveau Quartier Latin (importer, dealer), 78 Boulevard Saint-Michel, Paris, 6. WTD 11/4/65.

278 Bookbinding industries

AUSTRALIA—Stationery, i.e. visitors books, guest books, log books, and baby books, all high quality. Direct purchase and agency. S. Stern & Co. (importer, wholesaler), Alderson Bldg., 504-520 Pacific Highway, St. Leonards, New South Wales. WTD 7/22/66.

280 Chemicals

PAKISTAN—Pharmaceutical and laboratory chemical specialties. Union Commercial Corp. (importer, distributor), Naqi Bldg., 108 Anarkali, Lahore 2, West. WTD 8/3/66.

281 Industrial chemicals

BRAZIL—Raw chemicals for the textile and food industries (in bulk, not compounds); Direct purchase or agency. Riotec Representacoes Industria e Comercio Ltda (agent), Avenida Rio Branco 156, 22° andar, sala 2231, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 8/3/66.

● **BURMA**—Optical whitening agent, for cotton, 44.597 pounds in 1-lb. tin containers for immediate shipment. Tender No. IT-3/11/66-67, bid deadline Sept. 19. Chairman, Trade Corp. No. 11 (Chemicals and Dyes), No. 73/75, Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-3465).

PAKISTAN—Soda ash—heavy, 98/100%, 1,000 tons. Requests quotations c. & f. Karachi Jeyemby Dye Pigment Corp., Div. of Jeyemby Combine (importer), P.O. Box 4646, 62 Motan Bldg., Bunder Rd., Karachi. WTD in preparation.

282 Synthetic materials

NETHERLANDS—Synthetic yarns: nylon filament yarn, polyester yarns, texturized yarns; synthetic fibers: nylon, polyester, acrylic fiber; staple, tow, tops. Synthetic Yarn Co. Ltd. (importer), Stadhouderskade 128, Amsterdam. WTD 6/23/66.

NEW ZEALAND—Vinyl fabrics for upholstery use, stretch-back quality. Requests samples and quotations on c.i.f. basis. Ken Winter, Managing Director, Danske Mobler Ltd. (manufacturer, importer, retailer), P.O. Box 6228, Auckland. WTD 8/8/66.

283 Drugs

FRANCE—Fine chemical products for the pharmaceutical industry. Paris Chemical Agency (importer, exporter), 27 Bld. Malesherbes, Paris, 8. WTD 1/7/66.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

HONG KONG—Insecticides, in powder form or as incense, for use in control of mosquitoes and other flying insects in homes and institutions. Deutsch-Chinesische Apotheke (importer, wholesaler, retailer, agent), Room 73, 2nd Floor, Chungking Mansions, 36-44 Nathan Rd., Kowloon, Hong Kong. Cable: DCAPO. WTD in preparation.

MALAWI—Small and medium quantities mineral and technical oils, waxes, petroleum jelly, cosmetic bases; c.i.f. Beira port, £ sterling. Messrs. Lallubhai & Sons (Pvt) Ltd. (manufacturer), P.O. Box 467, Blantyre. WTD 8/1/66.

285 Paints, varnishes, lacquers, enamels

BELGIUM—Paints: hydrofuge and others; varnishes and allied products used by professional house painters. Ets. Trachez & Dekens (importer, exporter, wholesaler), 200 Wahistraat, Menen. WTD 7/1/66.

289 Chemical products

FRANCE—Metallic salts. Cellerin S.A. (importer, wholesaler), 107 Avenue Jean-Jaures, La Courneuve (93). WTD 1/21/66.

306 Fabricated rubber products

BELGIUM—All kinds of industrial rubber goods, extruded and molded, including but not limited to tubing, weather strips; to supplement present production line. Direct purchase or agency. Societe Industrielle du Caoutchouc S.A. (manufacturer), 2A Rue de la Woluwe, Zaventem. WTD 7/22/66.

307 Plastic products

AUSTRALIA—Plastic shower curtains, table cloths. Direct purchase and agency. E. C. Jay & Co. Pty. Ltd. (importer, wholesaler), 355 Moray St., South Melbourne, Victoria. WTD 7/29/66.

AUSTRIA—Artificial leather for garments. Direct purchase and agency. Ginotex Textilwaren-Handelsgesellschaft m.b.H., Nachf. offene Handelsgesellschaft (importer, wholesaler, manufacturer), Neuer Markt 1, A-1010 Vienna. WTD 8/3/66.

FRANCE—Semi-finished plastics, for electrical use. Cie Francaise des Isolants, Anc. Ets. Josse et Fils (manufacturer, dealer), 1 Rue du Bois de Tillet, Crepy-en-Valois (60). WTD 4/22/65.

311 Leather tanning, finishing

FRANCE—Chrome butt splits and pickled butt splits (preferably double butts, blue, or calfskin stain), good quality, free from warble holes and blind warbles. Tanneries de Villefranque (processors, wholesalers, importers), 64—Villefranque, Basses-Pyrenees, Bordeaux. WTD 3/10/65.

313 Boot, shoe cut stock, findings

● **NEW ZEALAND**—Fitted shoe and slipper uppers of wool-on lamb or sheep skins (shearlings). Mi-Woollies Slippers Ltd., P.O. Box 965, Christchurch.

316 Luggage

FRANCE—Leather goods including but not limited to cases. Direct purchase and agency. Requests replies in French. Plihal & Cie (importer, dealer), 50 Rue des Marais, Paris, 10. WTD 4/26/66.

319 Leather goods

FRANCE—Leather goods including but not limited to desk furnishings, accessories. Requests replies in French. Direct purchase and agency. Plihal & Cie (importer, dealer), 50 Rue des Marais, Paris, 10. WTD 4/26/66.

322 Glass, glassware

PAKISTAN—Glass tubing for use in laboratory and research centers. Union Commercial Corp. (importer, distributor), Naqi Bldg., 108 Anarkali, Lahore 2, West. WTD 8/3/66.

329 Abrasive products

ENGLAND—Bauxite, fullers earth, bentonite. Bromhead and Denison Ltd. (importers, exporters), 310 Regent St., London, W.1. WTD 8/2/66.

331 Steel mill products

PAKISTAN—M.S. sheets, 8′ x 4′, thickness 1/16″, 1/8″, 1/4″, 3/8″, 3/16″, pipes, cast iron, pressure (for water and other liquids) sizes 6″, 8″, 10″, 12″, dia. Pipes shall be of Type II "Push-on-Joints" laying length 18-20 ft., coated inside and outside with bituminous coating, packing (level) B loose. M.S. billets conforming to SAE-1022 or equivalent with size and chemical composition as follows: 2″ x 2″ x 15′ carbon 0.18 to 0.23%, 3″ x 3″ x 15′ manganese 0.70 to 1.00%, sulphur 0.05% max., phosphorous 0.04% max., tensile strength 28 tons minimum per sq. inch. M.S. black sheets rolled to ASTM-A/415/58 oiled, annealed and stress relieved in bare bundles of 6,000 lb. or less in sizes 8′ x 2′ x 13 AWG; 4′ x 2′ x 2¾ AWG; (13); 8′ x 2′ x 7½ x 12 AWG. Pig iron conforming to ASTM-A/43-60 Grade M-17 chemical composition as follows: silicon 2.01 to 2.25%, manganese 0.76 to 1.00%, phosphorous 0.101 to 0.30%, sulphur 0.05% max. per ton. Steel wire: nails wire ms round shank 2″ x 14 SWG BS 1202: 1952; tacks copper 0.4″ long; pins keep split ms 14 SWG x 1½″ long (overall length); pins keep split ms bright 3/10″ x 1½″ (U eye), tacks copper cut ½″ long; nails wire ms round shank ¾ x 16 G; wire aluminium steel cored size 6/0.186; galvanized iron wire No. 6 SWG; galvanized iron stay wire No. 7/10 and ⅞ SWG. Lead pig. Poles, steel, tubular, seamless, with cap and base plate 36′, top dia. 4″, middle dia. 5″, bottom dia. 6″; cap and base plate 40′. dia. 4″ x 5″ x 6″ and cap and base plate 42′ long, size 6⅝″ x 7⅝″ x 8⅝″. Wellman Corp., 327 Alfalah Bldg., The Mall, Lahore, West. WTD 5/26/66.

VIET-NAM—Wide range of iron and steel mill products including electrolytic tinplate, tinplate waste, tinplate misprints, galvanized sheets, hot rolled steel sheets. Request full details, prices, terms. Direct purchase and agency. Comptoirs Associes d'Asie (importer, wholesaler, manufacturers' representative), 14 Ton That Dam, Saigon. WTD 12/27/65.

333 Primary smelting, refining of nonferrous metals

FRANCE—Nonferrous metals for industrial applications (germanium, silicon, tantalum, bismuth, molybdenum, etc.) Cellerin S.A. (importer, wholesaler), 107 Avenue Jean-Jaures, La Courneuve (93). WTD 1/26/66.

335 Rolling, drawing, extruding of nonferrous metals

FRANCE—Semi-finished nonferrous metal products for industrial applications. Cellerin S.A. (importer, wholesaler), 107 Avenue Jean-Jaures, La Courneuve (93). WTD 1/21/66.

GERMANY—Sheets and wire made of silver cadmium oxide, various sizes, 100 kilos and more; material to be used for contacts. Fr. Kammerer G.m.b.H. (manufacturer, exporter), 7530 Pforzheim, Goethestrasse 2-8. WTD 5/25/66.

Copper, lead and aluminum raw material for the production of copper, lead and aluminum cables and wires of all kinds. Requests price quotations c.i.f. European ports. Vereinigte Draht- und Kabelwerke AG. (manufacturer, exporter), 270-276 Wanheimer Strasse, 41 Duisburg. WTD 8/3/66.

PAKISTAN—Brass strip in coils—70/30 quality—90/120 VPN. Size 1.⅜″ — .002 tolerance x .00575 or .006″. Requests quotations c. & f. Karachi. Allwin Engineering Industries Ltd. (importer), 15th Mile Hyderabad Rd., Landhi, Karachi 22. WTD in preparation.

339 Primary metal industries

ENGLAND—Finished or semi-finished engineering products new to U.K. market, such as special fasteners, repetition precision castings. Direct purchase and agency. David W. Munson Limited (agents), 37-38 Haven Green, Ealing, London, W.5. WTD 8/3/66.

NETHERLANDS—Aluminum tubes for the manufacture of tent frames, camping, garden furniture. Rinco Camping Sport N.V. (importer), 336 Brinkstraat, Enschede. WTD 6/23/66.

351 Engines, turbines

BRAZIL—Diesel engines exclusively for industrial use. Direct purchase and agency. Sociedade Brasileira de Maquinas e Motores Ltda. (SBMM) (manufacturer, wholesaler, retailer, agent, representative), Rua da Alfandega 116, Rio de Janeiro ZC-00, Estado da Guanabara. Caixa Postal 660, Rio de Janeiro ZC-00. WTD 8/9/66.

352 Farm machinery

BRAZIL—Agricultural machinery in general, including but not limited to wheel-tractors. Direct purchase and agency. Sociedade Brasileira de Maquinas e Motores Ltda. (SBMM) (manufacturer, wholesaler, retailer, agent, representative), Rua da Alfandega 116, Rio de Janeiro ZC-00, Estado da Guanabara, Caixa Postal 660, Rio de Janeiro ZC-00. WTD 8/9/66.

353 Construction, mining, materials handling machinery

● **INDIA**—Global tenders invited for one pickup sweeper suitable for cleaning concrete and asphalt surfaces. Cost of tender documents Rs.25 ($3.33 approx.). Tender No. HAL-NK-MP/GLOBAL, 30/66-67, bid deadline Sept. 16. Account Officer, Hindustan Aeronautics Ltd., Nasik Rd., Maharashtra.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● 4 complete drift jumbos each equipped with 2 hydraulic booms having both horizontal and vertical movements, and controlled hydraulically suitable for hard rock headings of size 8′ x 8′ or 10′ x 9′. These jumbos should be suitable for meter gauge track, provided with Lincon pin type coupling, center line of coupling 16¼″ above rail. 4 track mounted compressed air operated excavators suitable for meter gauge and provided with power swing. Discharge height of bucket above rail—52″, head room above rail 90″. 17 3½″ piston bore drifters with power feed, shell length sufficient to accommodate 60″ steel change. 5 4″ piston bore drifters with power feed, shell length sufficient to accommodate 60″ steel change. 20 stopes, 3″ piston bore, with 24″ feed, chuck suitable to use ⅞″ hexagonal steel and approx. weight 93 lb. 18 stopes, 3″ piston bore, with 24″ feed, chuck suitable to use ⅞″ hexagonal steel and aoprox. weight 93 lb. Parts for above. Tender No. 224/81/091/27-6-66/I, bid deadline Oct. 11. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Documents available from India Supply Mission, (Ref: D/ENQ/2088), 2536 Massachusetts Ave. NW., Washington, D.C. 20008, upon payment of $0.75 (not refundable).

354 Metalworking machinery

BRAZIL—Metalcutting and metalforming machine-tools with accessories and measuring devices. Direct purchase and agency. Sociedade Brasileira de Maquinas e Motores Ltda. (SBMM) (manufacturer, wholesaler, retailer, agent, representative), Rua da Alfandega 116,

Rio de Janeiro C-00, Estado da Guanabara. Caixa Postal 660, Rio de Janeiro ZC-00. WTD 8/9/66.

● **TURKEY**—Acetylene cutting and welding torch sets (2) to weld thicknesses from ⅛" to 2". Tender 966/3048, bid deadline Sept. 15. Materials Purchasing Dept., Turkish Maritime Bank, Bahcekapi, Istanbul.★ (Telephone: 202-WO 7-5652).

355 Special industry machinery

GERMANY—Cable machinery and accessories for copper, lead and aluminum cables. Requests price quotations c.i.f. European ports. Vereinigte Draht- und Kabelwerke AG. (manufacturer, exporter), 270-276 Wanheimer Strasse, 41 Duisburg. WTD 8/3/66.

Textile machinery for weaving, spinning, and knitting; c.i.f. European ports. Requests replies in German. Direct purchase and agency. Paul Voss (agent), 6 Halbe Hoehe, 43 Essen. WTD 8/3/66.

ITALY—Hammer mills and other types of grinders used in the production of flours destined for human and animal consumption. Direct purchase and agency. Officine CO.ME.T. S.A.S. (manufacturer, importer), 8 Via Fratelli Rosselli, Bologna. WTD 8/11/66.

MALAWI—Small but complete machinery to convert tung kernels to oil; capacity up to 1,000 tons per annum; quotations in £ sterling, c.i.f. Beira; each main item separately; estimate delivery time. Planters' Tea Agency (Pvt) Ltd. (grower, packer, processor), P.O. Box 70, Cholo. WTD in preparation.

THAILAND—Oil press for pressing castor beans, ground-beans, sesame, etc. Requests c.i.f. and f.o.b. quotations. Thunyaratana Co., Ltd. (importer, exporter), 109/1 Petchburi Rd., Bangkok. WTD 8/2/65.

VIET-NAM—General machinery, chiefly coffee processing machinery, textile machinery; also agricultural machinery, excluding tractors. Request full details, catalogs, price quotations. Direct purchase and agency. Comptoirs Associes d'Asie (importer, wholesaler, manufacturers' representative), 14 Ton That Dam, Saigon. WTD 12/27/65.

YEMEN—Electric-powered machines for making aspirin and sulfaguanadine tablets, with 5-10,000 per day tablet capacity. Electric ovens for drying powder to make such tablets. (All machinery to be 200 V, 50 cycle type). Request air mail replies, literature and prices c.i.f. Hodeida, Yemen or Aden, Arabia. Yemen Drug Co. (for Commerce and the Pharmaceutical Industry), P.O. Box 40, Sanaa. WTD 12/14/65.

356 General industrial machinery

ENGLAND—Specialized equipment for the retail industry, such as price marking and labeling machines, wrapping, weighing and sealing equipment, systems. Direct purchase and agency. Automatic Business Machines Ltd. (importer), 15 Cromwell Rd., London, S.W.7. WTD 8/3/66.

FRANCE—Machinery for casting light alloys for permanent moulding. Direct purchase and agency. Escofier & Cie (manufacturer), 4 Rue Lord Byron, Paris, 8. WTD 9/21/65.

357 Office, computing, accounting machines

● **BRAZIL**—Supply of an electronic data processing system composed of a digital computer central processing unit, an auxiliary memory unit, two alphabetic punch card units, a printing unit and a card classifier. The particular units may be separate but the system must be fully integrated. Bid deadline Sept. 12. Terms and specifications in Portuguese. Comissao de Concorrencia Publica, Superintendencia do Desenvolvimento do Nordeste, Edificio dos Industriarios—17° anda, Avenida Dantas Barreto, Recife, Pernambuco.★ (Telephone: 202-WO 7-2939).

ENGLAND—General business machines such as adding machines, calculators, cash registers, etc.; automated electronic equipment including peripheral units operating on punched tape and cards, magnetic tape; microfilm equipment. Direct purchase and agency. Automatic Business Machines Ltd. (importers), 15 Cromwell Rd., London, S.W.7. WTD 8/3/66.

FRANCE—Office machines including stapling machines, pencil sharpeners, scales, etc. Requests replies in French. Direct purchase and agency. Plihal & Cie (importer, dealer), 50 Rue des Marais, Paris, 10. WTD 4/26/66.

GERMANY—Used computing machines for all systems; c.i.f. European ports. Direct purchase and agency. Karl-Heinz Both KG fuer Bueroorganisation mbH & Co. (importer), 5 Lindemannstr., 4 Duesseldorf. WTD 8/2/66.

● **SPAIN**—Supply of one automatic mail sorting and cancelling machine. Bid deadline Oct. 3. Estimated cost not to exceed $166,667. Terms and specifications in Spanish. Correspondence preferred in Spanish. Direccion Gral. de Correos y Telecomunicacion, Seccion 7 a (Correos), Negociado de Compras, Palacio de Comunicaciones, Madrid (14).★ (Telephone: 202-WO 7-2939).

● Supply of three electromechanical mail classifying machines. Bid deadline Oct. 3. Estimated cost not to exceed $283,334. Terms and conditions in Spanish. Correspondence preferred in Spanish. Direccion Gral. de Correos y Telecomunicacion, Seccion 7 a (Correos), Negociado de Compras, Palacio de Comunicaciones, Madrid (14).★ (Telephone: 202-WO 7-2939).

358 Service industry machines

ENGLAND—Air diffusion equipment, grilles, registers, etc. Direct purchase and agency. Argosy Engineering Limited, Argosy Works (manufacturers), Hertford Rd., Barking, Essex. WTD 8/3/66.

FRANCE—Coin-operated vending machines for all kinds of merchandise, such as confectionery, toiletries, notions, stationery supplies, books, toys and games, sanitary napkins, laundromat supplies, sandwiches, beverages. Direct purchase and agency. Ets. J. Viriot & Cie (manufacturer, dealer), 50 Cours Balguerie-Stuttenberg, Bordeaux (33). WTD 4/29/65.

361 Electric transmission, distribution equipment

● **GREECE**—Supply of 145-three phase, 50 cycle distribution transformers with ratings ranging from 50 to 630 KVA. Tender No. PAP/2384, 2449, bid deadline not set. Public Power Corp., Athens—Piraeus Division, 83-85 Academias St., Athens. Attn: Purchasing Dept.★ (Telephone: 202-WO 7-4241).

362 Electrical industrial apparatus

BELGIUM—Electric and electronic industrial controls, measuring and regulating apparatus and devices. Ets. Sintobin Freres-Division Electronical Engineering (importer, wholesaler, sales agent), 28 De Pelichystraat, Izegem. WTD 6/28/66.

LIBYA—Gas and electric welding and cutting equipment. Leone Habib & F.llo (importer, retailer), 66 Jaddat Omar el Muktar, Tripoli. WTD 2/16/66.

NEPAL—Generator sets, diesel engine driven—2 40-kw diesel electric generating sets. Requests quotations and catalogs c.i.f. Calcutta; delivery to be made in Calcutta Port by December or early January 1967. Nepal Tea Development Corp. (grower, processor), Ilam (East Nepal), Via Sukhiapokhari P.O., Darjeeling District, West Bengal (India). WTD in preparation.

363 Household appliances

BELGIUM—Electrical kitchen appliances. Meubelen Top-Mouton & Co. p.v.b.a. (importer, retailer, exporter, manufacturer), 67 Stationsstraat, Proven. WTD 7/6/66.

HONG KONG—Electrical appliances, type optional, for use in controlling mosquitoes and other flying insects in household and institutional applications. Deutsch-Chinesische Apotheka (importer, wholesaler, retailer, agent), Room 73, 2nd Floor, Chungking Mansions, 36-44 Nathan Rd., Kowloon, Hong Kong. Cable: DCAPO. WTD in preparation.

● **SUDAN**—Supply of 5 electric refrigerators, 12 cubic feet capacity, 110 volts, d.c. Tender No. 3561, bid deadline Sept. 27. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London S.W.1.★ (Telephone: 202-WO 7-5345).

364 Electric lighting, wiring equipment

FRANCE—Electrical insulating materials other than porcelain and glass insulators. Direct purchase and agency. Cie Francaise des Isolants, Anc. Ets. Josse et Fils (manufacturer, dealer), 1 Rue du Bois de Tillet, Crepy-en-Valois (60). WTD 4/22/65.

● **GREECE**—Supply of 400,000 single-pole, 25 and 35 amp., low voltage, automatic miniature breakers, installed in meter boxes. Tender No. DED/1089, bid deadline not set. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4241).

366 Communication equipment

AUSTRALIA—A.M. two-way radio equipment 70 m.c.—174 m.c. and aircraft two-way radio equipment and transistor ignition. Mr. Mitchell, Mitchard Radio Co. (sales, repair service), 59 Albion Rd., Albion, Brisbane. WTD 6/2/66.

● **BOLIVIA**—Supply of automatic telephone exchanges with initial capacities of 50 lines and 100 lines and ultimate capacities of 200 lines and 1,000 lines, a 400 line capacity cable to be installed in Montero, semi-automatic line equipment to be installed between Santa Cruz and Montero, and toll switching equipment. Bid deadline Oct. 10. Partial bids may be submitted. Cotas Limitada, Casilla de Correos No. 567, Santa Cruz.★ (Telephone: 202-WO 7-4823).

BRAZIL—Radar equipment and gyro-compasses for nautical use exclusively. Direct purchase and agency. Selnav Servicos Eletro-Navais S.A. (installer, repairer, agent), Rua Euclides da Cunha 246, Rio de Janeiro ZC-08, Estado da Guanabara. WTD 2/1/66.

● **IRAN**—Supply of 16 12-channel terminals and 8 12-channel repeaters. Tender No. 5/45, bid deadline Oct. 15. Copy of specifications and conditions available for $20 from the Ministry of Posts, Telegraphs and Telephones,

Pars Insurance Company Bldg., Lower Saadi Ave., Tehran.

367 Electronic components, accessories

FRANCE—Digital transducers and sensing elements. Direct purchase and agency. Saint-Cyr Electro-Industries (importer, wholesaler, agent), 2-bis, Impasse Thoreton, Paris, 15. WTD 8/9/66.

369 Electrical machinery, equipment, supplies

HONG KONG—12 volt alternator-type automotive generators, suitable for automotive and truck use. The Dairy Farm, Ice & Cold Storage Co. Ltd. (importer, exporter, wholesaler, retailer, manufacturer), P.O. Box 286, Hong Kong. Attn: Mr. G.S.L. Brennen, Works Engineer & Transport Superintendent. Cable: MILKMAID. WTD 2/4/66.

371 Motor vehicles, motor vehicle equipment

GERMANY—Devices for purification of exhaust gases for motor vehicles (filters, afterburners). Direct purchase and agency. Walter Steinebronn (manufacturer, wholesaler), 7 Stuttgart-Feuerbach, Kruppstrasse 34-36. WTD 8/9/66.

372 Aircraft, parts

FRANCE—Digital input actuators for aircraft. Direct purchase and agency. Saint-Cyr Electro-Industries (importer, wholesaler, agent), 2-bis Impasse Thoreton, Paris, 15. WTD 8/9/66.

381 Engineering, laboratory, scientific, research instruments

AUSTRALIA—Any new types of equipment for industrial and process control instrumentation for factories and laboratories. Direct purchase and agency. H. B. Selby Australia Ltd. (importer, exporter, wholesaler, retailer), 393 Swanston St., Melbourne, C.1, Victoria. WTD 7/22/66.

BRAZIL—Apparatus and instruments for nautical use only, especially gyro-compasses. Direct purchase and agency. Selnav Servicos Eletro-Navais S.A. (installer, repairer, agent), Rua Euclides da Cunha 246, Rio de Janeiro ZC-08, Estado da Guanabara. WTD 2/1/66.

YEMEN—Chemical balances, from 1mg to 100kg capacity for use in small drug manufacturing factory. Requests air mail replies with literature and prices c.i.f. Hodeida, Yemen, or Aden, Arabia. Yemen Drug Co. (for Commerce and the Pharmaceutical Industry) (manufacturer), P.O. Box 40, Sanaa. WTD 12/14/65.

382 Instruments for measuring, controlling, indicating physical characteristics

ENGLAND—Testing, measuring, control and ultrasonic equipment. Direct purchase and agency. Engineering and Scientific Equipment Ltd. (importer, exporter, manufacturer), 2 Mount Pleasant, Alperton, Wembley, Middlesex. WTD 8/3/66.

● **MALAYSIA**—Supply of approximately 73,000 water meters with spares, ranging in size from ½" to 6". Bid deadline Oct. 6. The Director of Public Works, P.W.D. Headquarters, Maxwell Rd., Luala Lumpur.★ (Telephone: 202-WO 7-2939).

383 Optical instruments, lenses

BELGIUM—Eyeglass lenses, single and bifocal; also semi-finished bifocal lenses with different segments. Ets. R. Williame, n.v. (importer, wholesaler, manufacturer, retailer, exporter), 20 Blindstraat, Antwerp. WTD 6/30/66.

When a foot is not a foot

If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

You probably would pass up the service station where pumps measured gasoline by the liter.

The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

394 Toys, amusement, sporting, goods

TAIWAN—Bowling alleys and equipment. Hoffman Trading Co., Ltd. (importer, agent), P.O. Box 807, Taipei. WTD 6/9/65.

395 Pens, pencils, office, artists' materials

BELGIUM—Office and school stationery and miscellaneous supplies. Direct purchase and/or agency. Papeteries Deconde, S.A. (importer, manufacturer), Soignies. WTD 8/10/66.

FRANCE—Office, school supplies including but not limited to cellophane tape dispensers, metal or leather covered, for desk use, staples, pencils, pens, paper clips. Direct purchase and agency. Plihal & Cie (importer, dealer), 50 Rue des Marais, Paris, 10. WTD 4/26/66.

GERMANY—Stencil paper with paper backing loosely pressed on back of stencil in rolls or sheets; suitable for electrochemical etching process; prices c.i.f. Hamburg. Roturman GmbH (importer, agent), 6 Frankfurt am Main, Leerbach Strasse 42. WTD 8/8/66.

396 Costume jewelry, novelties, buttons, notions

FRANCE—Haberdashery articles including needles for hand or machine sewing, pins, safety and others, zippers, fasteners, etc. Plihal & Cie (importer, dealer), 50 Rue des Marais, Paris, 10. WTD 4/26/66.

399 Manufacturing industries

AUSTRALIA—Ladies' evening bags, beaded, high quality; manicure sets, high quality; key cases and attache cases, leather and simulated leather, high quality; ladies' brush, comb and mirror sets, high quality. Direct purchase and agency. S. Stern & Co. (importer, wholesaler), Alderson Bldg., 504-520 Pacific Highway, St. Leonards, N.S.W. WTD 7/22/66.

BELGIUM—All types of brushes for household, maintenance, industrial and personal use. Borstelcentrale van Antwerpen P.V.B.A. (importer, wholesaler, retailer), 6 Schrijnwerkerstraat, Antwerp. WTD 7/28/66.

● **TURKEY**—Supply of 15 ten litre foam capacity fire extinguishers, portable type; one fireman's asbestos suit complete with hood, shoes, gloves, and oxygen bottle. Tender No. 966/3050, bid deadline Sept. 15. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul (Materials Purchasing Dept., Turkish Maritime Bank).★ (Telephone: 202-WO 7-2939).

Pharmaceuticals sought by Tunisia cover 273 items

The Pharmacie Centrale de Tunisie, 51, Avenue Charles Nicolle, El Menzah, Tunis, has issued tender No. 1/1967 which calls for 273 different pharmaceutical preparations. The tender is in French, and correspondence and bids should be in French.

Bid deadline is Sept. 30.

Among the antibiotics listed are the following: chlortetracycline chlorhydrate (Aureomycin), 950 ampoules; oxacillin, in various sizes, 5,750 ampoules; erythromycin, 1100 vials; kanamycin, 17,500 vials; neomycin, 600 vials; bipencillin, 750,000 vials and 1 million vials of 500,000 international units and 1 million I.U., respectively; benzyl-penicillin, 15,000 vials; novobiocin syrup, 500 bottles; colimycin, 1,000 tablets; colimycin injectable, 35,000 vials; cathomycin (Novobiocin), 1,000 tablets; D cycloserine, 300 bottles of 250 mg. tablets; benzathine penicillin, 40,000 vials; methicillin, 50,000 bottles; penicillin-streptomycin sulfate, 10,000; oxytetracycline chlorhydrate for I.M. injection, 65,000 ampoules; 17,500 ampoules for I.V. injection; also terramycin in tablet form, 7,000; chloramphenicol in 4%, 2% and 5% solutions, 30,000 vials, 5,500 vials and 25,000 vials, respectively of 10 cc each.

Other dosage pharmaceuticals listed include: acecoline papaverine, 1,000 ampoules; A.C.T.H., 11,500 bottles; Arobon, 25,000; atarax, 500; phenobarbital, 1,600 tablets; calcium gluconate with Vitamin C, 8,500 ampoules; digitaline, 500 tablets; diethylstilbestrol, 900 5 mg. tablets and 125 25 mg. tablets; chlorothiazide, 1,500 tablets; meprobamate, 1,000 ampoules; sulfanilamide, 1,000 bottles of 1 kg. each; also sulfafurazole, 5,000 vials of 10 cc each; heparin, 2,000 bottles of 5 cc each and 6,000 of 5 cc; and insulin: 2,500 20 unit, 10,000 of 40 units; and 500 of 40 units, all in 10 cc bottles.

Vitamin B-12, 3,250 ampoules; Vitamin A and D capsules, 7,500; viocin, 150,000 ampoules; and xylocaine injection, 1,400 ampoules; and 30,000 vials of succinylsulfanilamide are needed.

The tender also listed sterile gauze compresses, 2,500 boxes of 12 x 12 CM; and 8,000 boxes of 20 x 20 CM.

Copies of the tender are available on a loan basis only to firms domiciled in the U.S., from the Chemicals and Allied Products Division, BDSA-544, Rm. 4421, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3394.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

195 Small arms

NETHERLANDS—Rifles, revolvers, pistols to be used for hunting and markmanship. Exclusive agency, preferably on consignment. Fa. J. Looy & Zoon (importer, retailer), 142a Van Oldenbarneveldstraat, Rotterdam. WTD 11/17/65.

209 Food preparations

GREECE—Vegetable oils (soybean oil, cottonseed oil), fish oil. Import duty on above oils assessed on specific (weight) basis. Const. Th. Tsagouris (sales agent), 2 Vassilikis St., Athens 123. WTD 8/11/65.

220 Textile mill products

AUSTRIA—Curtain materials, home decorating textiles, table cloths. Franz Strauss (manufacturers' agent), Werth Nr. 19, A-6176 Voels, Vienna. WTD 8/4/66.

221 Broad woven fabric mills, cotton

FRANCE—Cotton fabrics for clothing. Alfred Chotard (agent), 80 Rue du Faubourg Saint-Denis, Paris, 10eme. WTD 4/30/65.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—All household linen and furnishing fabrics: rayon, nylon, silk, other manmade fibers for draperies, upholstery, sheets, bedspreads, toweling, napkins, dish cloths, etc. Henri Duprez & Cie (manufacturer, wholesaler), 48 Avenue Henri Delecroix, Hem (59). WTD 6/21/65.

All kinds of synthetic fabrics and silk broad woven fabrics for clothing. Alfred Chotard (agent), 80 Rue du Faubourg Saint-Denis, Paris, 10. WTD 4/30/65.

225 Knitting mills

AUSTRIA—Ladies' hosiery. Elvira Schmidt (manufacturers' agent), Handelsagentur, Schottenfeldgasse 77, A-1070 Vienna. WTD 8/4/66.

226 Dyeing, finishing textiles

FRANCE—Cotton broad woven fabrics, typically American designs. Jacques Deutsch (importer, agent), 45 Rue de Chezy, Neuilly-sur-Seine (92). WTD 12/10/65.

228 Yarn, thread mills

AUSTRIA—All types of non-cellulose polymer fiber yarn for the tricot and knitwear industry. Koestler & Co. (manufacturers' agent), Seilergasse 2, A-1010 Vienna. WTD 8/4/66.

233 Women's, misses', juniors' outerwear

AUSTRIA—Blouses and skirts; women's, misses' sizes, styles. Franz Strauss (manufacturers' agent), Werth Nr. 19, A-6176 Voels, Vienna. WTD 8/4/66.

263 Paperboard mills

BELGIUM—All kinds of paperboard for general industrial uses. Exclusive agencies. Deconde S.P.R.L. (importer, agent), Chemin de Guelene, Soignies, Brussels. WTD 8/10/66.

264 Converted paper, paperboard products

BELGIUM—Paper, including waterproof, impregnated, rolls for adding and business machines, coated and glazed papers, wrapping paper. Exclusive agencies. Deconde S.P.R.L. (importer, agent), Chemin de Guelene, Soignies, Brussels. WTD 8/10/66.

281 Industrial chemicals

NETHERLANDS—Chemical products on synthetic base protected by patents. Exclusive agency or distributorship. Technisch Handelsbureau A. Kapsenberg (importer, exporter, wholesaler, manufacturer, distributor), Statenlaan 31, Rotterdam-12. WTD 12/21/65.

287 Agricultural chemicals

GREECE—Agricultural pest control chemicals; fertilizers. Wants to represent U.S. manufacturers and exporters on a commission basis and for participation in public tenders. Dr. C. J. Vamvacas, Chemical Products & Equipment (manufacturers' representative, importer, exporter, wholesaler), 4 Nikis St. (or P.O. Box 115), Athens 126. WTD 12/30/65.

322 Glass, glassware

FRANCE—De luxe bottles for alcoholic beverages: liquors, whisky, bitters; tumblers for advertising; bottles used in perfumery. Fernand Jacob & Cie (commission merchant, agent), 16 Rue Martel, Paris, 10. WTD 10/14/65.

342 Cutlery, hand tools, general hardware

PHILIPPINES — Carpentry—logging—automotive tools, general hardware. James Ang An King, General Manager, Eurasian-American Commercial (indentor), 712 Pacific Bank Bldg., 460 Rosario, Box 1118, Manila. WTD 3/17/65.

351 Engines, turbines

ETHIOPIA—Hydro-electric generators in the megawatt range. Motor Truck Co. (manufacturers' representative), P.O. Box 532, Addis Ababa. WTD 7/7/66.

352 Farm machinery

PHILIPPINES—Insecticide sprayers, portable type. James Ang An King, General Manager, Eurasian-American Commercial (indentor), 712 Pacific Bank Bldg., 460 Rosario, Box 1118, Manila. WTD 3/17/65.

353 Construction, mining, materials handling machinery, equipment

PAKISTAN—Earthmoving machinery—road rollers—excavators—bulldozers, scrapers. Requests catalogs and quotations c. & f. Karachi. Sheikh Gulzar Ali and Co. Ltd. (importer), 408 Mahboob Chambers, Victoria Rd., Karachi. WTD 6/8/66.

354 Metalworking machinery

NETHERLANDS—Tools and equipment for the repair of direct current machines. Exclusive agency or distributorship. Technisch Handelsbureau A. Kapsenberg (importer, exporter, wholesaler, manufacturer, distributor), Statenlaan 31, Rotterdam-12. WTD 12/21/65.

PHILIPPINES—Machine tools including portable drills, mining cutters, chucks, tool bits, and butt welded tools; welding hose. James Ang An King, General Manager, Eurasian-American Commercial (indentor), 712 Pacific Bank Bldg., 460 Rosario, Box 1118, Manila. WTD 3/17/65.

355 Special industry machinery

FRANCE—Wine-making equipment, such as pumps, filters, clarifiers, decanters, fermenting tub cocks, etc. Etablissements Daubron (manufacturer, importer, dealer, agent), 57 Avenue de la Republique, Paris, XIeme. WTD 7/30/65.

356 General industrial machinery

PHILIPPINES—Paint sprayers. James Ang An King, General Manager, Eurasian-American Commercial (indentor), 712 Pacific Bank Bldg., 460 Rosario, Box 1118, Manila. WTD 3/17/65.

358 Service industry machines

GERMANY—Complete air conditioning, heating and ventilating systems for commercial, industrial and domestic use; parts, accessories for air conditioning units and equipment. August Steinbach O.H.G. (manufacturer), 7 Stuttgart-W., Paulinenstrasse 45. WTD 10/14/65.

371 Motor vehicles, motor vehicle equipment

NETHERLANDS—Accessories and components for construction of mobile homes; automotive accessories; body and structural components for construction of buses and trucks. Exclusive agency for Benelux countries. New commodities only. N.V. R.H.I.W.A. (importer, exporter, agent, manufacturer, wholesaler), 65-67 Giessenweg, Rotterdam-8. WTD 11/1/65.

394 Toys, amusement, sporting goods

FRANCE—Glass fishing-rods, nylon lines, reels (all types), complete fishing kits; artificial lures, related fishing implements, accessories, supplies for sportsmen, suitable for sea and river fishing in France. Also raw fiber glass for fabrication of fishing rods. Pierre Cochez (sales agent), 47 Saint-Antoine-de-Ficalba; Lot-et-Garonne. WTD 1/26/66.

Toys such as dolls, stuffed toy animals, carts, reproduction of household utensils and equipment in miniature, construction sets, educational games, electrical toys, athletic games, rowers, velocipedes, tricycles, indoor games such as billiards, lotto, bingo, checkers, dominoes, etc. A. & S. Alexandre (agent), 56 Rue de Lancry, Paris, 10. WTD 4/6/65.

HONG KONG—Underwater swimming equipment; tennis, badminton, squash, golf equipment. John D. Hutchison & Co., Ltd. (importer, exporter), P.O. Box 43, Hong Kong. Cable: "SPERO". WTD 1/31/66.

Leads for Importers

Commodities are offered direct unless specified

206 Sugar

BRAZIL—Buying agent desires exclusive representation of American importers in direct purchase of raw sugar from Brazilian Institute of Sugar and Alcohol. Corintal Comercio e Representacoes Ltda (agent), Rua Mexico 111, 15° andar, conjunto 1502, Rio de Janeiro ZC-P, Estado da Guanabara. Caixa Postal 2771, ZC-00, Rio de Janeiro. WTD 2/15/66.

209 Food preparations

TOGO—Small, medium and large size spices, dry cassava, round peanuts. Quotations and samples will follow as soon as requests are received. Tawakalitou of West Africa (importer, exporter), B.P. 1193, Lome. WTD 2/8/65.

243 Millwork, veneer, plywood, prefabricated structural wood products

BRAZIL—Brazilian rosewood and redwood veneers; direct sale or through well-established agents. Riotec Representacoes Industria e Comercio Ltda. (agent), Avenida Rio Branco 156, 22° andar, sala 2231, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 8/3/66.

FRANCE—Plywood panels (B/BB quality, Okoume), 3 millimeters to 25 millimeters in standard sizes; wholesale exportation, preferably through direct sales. Bois Africains Contreplaques (manufacturers, wholesalers, exporters), 185 Avenue du Professeur-Bergoni; 33- Begles, Gironde. WTD 1/18/66.

251 Household furniture

BRAZIL—Unassembled chairs and sofas of Brazilian rosewood or redwood, with fittings, without upholstering; direct sale or through well-established agents. Riotec Representacoes Industria e Comercio Ltda. (agent), Avenida Rio Branco 156, 22° andar, sala 2231, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 8/3/66.

328 Cut stone products

BRAZIL—Brazilian facing stones principally of quartzite, various colours, suitable for fireplace facing, internal flooring or external terrace surfacing in areas where there is no freezing. Exporter desires to contact building materials wholesalers or well-established agents. Mibraco Mineracao Brasileira Comercial Ltda. (wholesaler, agent), Avenida Graca Aranha 174, 5° andar, grupo 514, Rio de Janeiro ZC-P, Estado da Guanabara. WTD 3/2/66.

335 Rolling, drawing, extruding of nonferrous metals

GERMANY—Stainless and acid-resisting steel wires for the production of wire mesh. Firm seeks representative in the United States. Price quotations f.o.b. European ports. Prospectus material available on loan basis from the Trade Opportunities Staff, BDSA 624, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Ernst Lienkaemper GmbH. (manufacturer, exporter), 40a Talstrasse, 527 Gummersbach. WTD 8/3/66.

Thermoplastic and lead-covered power and trunk cables of all designs and tensions; insulated wires and wiring harnesses, enamelled wires and reduction transformers. Price quotations f.o.b. European ports. Vereinigte Draht- und Kabelwerke AG. (manufacturer, exporter), 270-276 Wanheimer Strasse, 41 Duisburg. WTD 8/3/66.

356 General industrial machinery

PORTUGAL—High pressure electric and submersible pumps. Soc. de Fornecimentos Tecnicos e Industriais Sotecna, Lda. (importer, dealer), Rua Rodrigues Sampaio 52-1° Lisbon, 1. WTD 11/27/63 under revision.

384 Surgical, medical, dental instruments, safety devices

GERMANY—Workers' protective clothing including gloves, aprons, shoulder and back protectors. Price quotations f.o.b. Antwerp. Descriptive brochures available on loan from Trade Opportunities Staff, BDSA-624. T.O. Box 42-CQW. Anton Momm, Spezialfabrik fuer industriellen Koerperschutz (importer, exporter, wholesaler, manufacturer), 149 Bahnhofstrasse, 5102 Wuerselen, Duesseldorf. WTD 8/5/66.

394 Toys, amusement, sporting goods

FRANCE—Fishing tackle, accessories, supplies for sportsmen (fresh and salt water fishing): fishing-line floats for river fishing-reels (casting reels and other types); artificial lures (plastic fish and others); rod and reel cases; plastic creels; complete bait-casting sets; preserved fishing baits, etc. Wholesale exportation preferably through specialized importers. Pierre Cochez (exporter, agent, retailer), 47 Saint-Antoine-de-Ficalba; Lot-et-Garonne, Bordeaux. WTD 1/26/66.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated August.

Iron and Steel, Nonferrous Metals and Building Materials—Importers and Dealers, Algeria.

Laundry and Dry Cleaning Industry—Nicaragua.

Paints, Varnishes and Pigments—Importers, Dealers and Manufacturers—Spain.

Pulp and Paper Mills—Portugal.

Vending Machines—Importers and Dealers—Sweden.

New Books and Reports

***Foreign Market Surveys.* U.S. Dept. of Commerce Clearinghouse. Various prices**

The latest titles in this series of studies prepared by overseas market research firms for use in planning the Office of International Trade Promotion's export expansion activities include (the first price is for regular copies, the second for microfiche):

Automotive Service and Repair Equipment in Sweden: April 1964. PB 170945, 13pp., $1.60 or 50 cents;

Self-Service and Supermarket Equipment in Japan: Sept. 1965. PB 170946, 46pp., $3 or 75 cents;

Advanced Metal-Working Machine Tools and Accessories in the Federal Republic of Germany: April 1966. PB 170947, 50pp., $3 or 75 cents;

Material Handling and Conveying Equipment in Italy: Oct. 1965. PB 170948, 47pp., $3 or 50 cents;

Metal Welding and Cutting Equipment in Sweden: May 1966. PB 170949, 18pp., $1 or 50 cents;

Plant and Equipment Maintenance Machines and Products in Italy: June 1966. PB 170950, 27pp., $2 or 50 cents;

Packaging Machinery and Equipment in France: Oct. 1965. PB 170951, 31pp., $2 or 50 cents;

Industrial Photography in the Federal Republic of Germany: Oct. 1965. PB 170952, 108pp., $4 or 75 cents;

Heating and Ventilating Equipment in Italy: August 1965. PB 170953, 44pp., $3 or 50 cents;

Factory Modernization Equipment in Japan: Sept. 1965. PB 170954, 68pp., $3 or 75 cents;

Materials Handling Equipment in Japan: June 1966. PB 170955, 257pp., $6 or $1.50; and

Industrial Chemical Processing Equipment in Italy: August 1965. PB 170956, 60pp., $3 or 75 cents.

Write: Clearinghouse for Federal Scientific and Technical Information, U.S. Department of Commerce, Springfield, Va. 22151.

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Calendar *for international traders*

ATLANTA—Sept. 8—In-Office Export Conference, Atlanta Field Office, Department of Commerce. Sponsors: Commerce Department Field Office; REEC.

BALTIMORE—Sept. 9—Businessmen's Consultations with William Dawson, Commercial Attache, Istanbul. Field Office.

BOSTON—Sept. 8—International Trade Assn. of New England, Inc., dinner meeting, State Street Bank Roof Restaurant.

CEDAR FALLS, IA.—Sept. 7—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

CHAMPAIGN, ILL.—Sept. 19-23—Institute of International Trade, University of Illinois.

CHICAGO—Sept. 14—Automotive Exporters' Club, Builders Bldg.

CLEVELAND—Sept. 8—Export-Import Bank and FCIA Workshop on Credit, Insurance and Financing, Overseas Investments and Exports, 12 noon, Mid-Day Club. Sponsors: World Trade Assn.; REEC; Cleveland Field Office, Department of Commerce.

CLEVELAND—Sept. 14—Export Expansion Workshop, 10:30 a.m.-12:30 p.m. Sponsor: REEC.

CLEVELAND—Sept. 28—International Day, luncheon, Sheraton-Cleveland Hotel. Sponsor: Chamber of Commerce.

DENVER—Sept. 13—International Patent Licensing Conference, 2-4 p.m., Denver U.S. National Bank. Sponsors: Denver Field Office, Department of Commerce; Colorado Division of Commerce & Development.

DETROIT—Sept. 13—Export Marketing Workshop, 9:15 a.m., Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

DETROIT—Sept. 27—Export Marketing Workshop, 9:15 a.m., Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

DULUTH—Sept. 14—Export Conference, Hotel Duluth. Sponsors: Minneapolis Field Office, Department of Commerce; REEC.

KANSAS CITY—Sept. 8—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

KANSAS CITY—Sept. 13—Meeting for Exporters, Advertising & Sales Executives Club. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY—Sept. 22—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

MARTINSBURG, W.Va.—Sept. 13—Regional Export Expansion Council meeting, 10:30 a.m. Sponsors: Charleston Field Office, Department of Commerce; REEC; Martinsburg/Berkeley County Chamber of Commerce.

MINNEAPOLIS—Sept. 14—Minnesota World Trade Assn. monthly dinner meeting, Holiday Inn-Central (formerly Capp Towers).

NEW YORK—Sept. 6—FCIB Round Table Conference on Foreign Finance, Credit, Collection and Exchange Problems, 1:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Sept. 14-15—Businessmen's Consultations by appointment only with Hilding Peterson, Commercial Attache, Rotterdam. Field Office.

NEW YORK—Sept. 15—Overseas Automotive Club meeting, 12 noon, Summit Hotel.

NEW YORK—Sept. 15—FCIB Drug, Chemical & Food Export Club, Industry Group meeting, 12:15 p.m., Advertising Club.

PHILADELPHIA—Sept. 7-8—Businessmen's Consultations by appointment only with William Dawson, Commercial Attache, Istanbul. Field Office.

PHOENIX—Sept. 15—Export Workshop, 10 a.m.-12 noon, New Federal Bldg. Sponsors: Phoenix Field Office, Department of Commerce; REEC.

PITTSBURGH—Sept 21—In-Office Export Workshop, 2 p.m., Federal Bldg. Sponsors: Pittsburgh Field Office, Department of Commerce; REEC.

QUINCY, ILL.—Sept. 14—Export Workshop, Gardner-Denver Co. Sponsors: REEC; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

SAN FRANCISCO—Sept. 9—Busimen's consultations by appointment only with W. W. Sohl, Commercial Officer, Hong Kong; Commerce Department Field Office, New Federal Bldg.

SAN JUAN, P.R.—Sept. 18—Annual combined REEC and Chamber of Commerce Meeting and World Trade Week inauguration, 12 noon, Puerto Rico Sheraton Hotel. Speaker: **John T. Connor, Secretary of Commerce.**

ST. THOMAS, V.I.—Sept. 17—Governor's Conference on World Trade, 10 a.m., Government House, Charlotte Amalie. Speaker: **John T. Connor, Secretary of Commerce.**

SEATTLE—Sept. 20-21—Air Cargo Workshop on Shipper Needs, Air Carrier Capabilities and Services, Hotel Olympic. Sponsors: Civil Aeronautics Board; National Industrial Traffic League.

SLIPPERY ROCK, Pa.—Sept. 14—Export Seminar and Workshop. 12 noon speaker, R. A. Brayton, director of export sales, Armco International. Sponsors: REEC; Department of Commerce Field Office; Slippery Rock College.

TRENTON, N.J.—Sept. 9—Delaware Valley International Trade Assn. monthly meeting, 12:15 p.m., Don Young's. Speaker: S. G. Frantz, participant in an industrial modernization equipment show at the U.S. Trade Center in Tokyo.

TUCSON—Sept. 21-22—Export Workshops, (21) 10 a.m.-12 noon and 2-4 p.m., (22) 10 a.m.-12 noon, Chamber of Commerce. Sponsors: Phoenix Field Office, Department of Commerce; REEC; Chamber of Commerce.

WHITE PLAINS, N.Y.—Sept. 14—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Rogers Smith Hotel.

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